

Thatcher's freedom of choice; Kinnock's pledge on jobless, poor, crime

Tories offer radicalism and tax cuts

- The Labour and Conservative parties went into election battle yesterday when they published their manifestos
- Dr David Owen demanded that the Prime Minister withdraw a "foul smear" on Alliance defence policy
- The Chancellor of the Exchequer said inflation this year would be lower than the rate forecast in the budget
- Mr Neil Kinnock said Britain faced a "Dickensian" future if the Conservatives won the general election

By Robin Oakley, Political Editor

A Tory manifesto of astonishing radicalism for a Government seeking its third term was published yesterday. It promised a huge extension of choice for parents, schools and council tenants; "good housekeeping", leading to a further cut in tax to 25p in the pound as soon as it was prudent and more privatization.

Mrs Margaret Thatcher said: "No previous government with eight years in office to its credit has ever presented the electorate with such a full programme of radical reform. No other party, presenting its manifesto proposals to the nation has been able to support them with such a record of achievement".

Labour, buoyed up by a distinct movement in its favour in opinion polls, pledged a £12 billion package to tackle unemployment, poverty and crime in its manifesto published yesterday.

The programme was shorter than the disastrous manifesto of 1983, shorn of the favourite nostrums of the left and noticeably cautious in tone about achieving anything beyond the £5 billion programme to tackle unemployment and the £3.6 billion programme to counter poverty, to be financed by tax increases on those earning more than £25,000 a year.

Labour is promising a national minimum wage of an unspecified level; an £8 a week rise in pensions for couples and increased spending on the health service and on housing building. It would borrow a "modest" £3 billion to help pay for it all.

The softening of the party's position on defence, continuing with the document making clear that not only can nuclear missiles remain in Britain while Soviet-American disarmament talks are in train but so can "other nuclear weapons".

There would be a wealth tax on the richest 1 per cent of the nation. The 2p tax cuts in this year's Budget would be reimposed and the money "saved" spent on the creation of 300,000 more jobs. Labour's pledge is to reduce unemployment by one million within two years.

A Tory government would aim at zero inflation. Its manifesto says: But what is striking about the Conservative manifesto is the way in which its implementation would make giant strides towards Mrs Thatcher's avowed aim of eradicating socialism as



The media circus: Mrs Thatcher and some of her election team yesterday at the launch of the Tory election manifesto.

Lawson optimistic on inflation rate

By David Smith, Economics Correspondent

The Chancellor, Mr Nigel Lawson, said last night that inflation this year would be below the rate forecast in the Budget two months ago.

He also promised to hold the pound at around current levels, in a confident speech to the Confederation of British Industry's annual dinner in London.

Mr Lawson's aim appears to have been to assuage industry's worries that the pound would be allowed to rise to levels at which British firms will, once more, find it difficult to compete.

"The biggest source of concern about our continued economic success lies in fears that in a number of key respects the world economy may not perform as well as we ourselves are doing," he said.

The Chancellor's optimism on inflation this year matches that of the Bank of England, which said in its *Quarterly Bulletin* last week that the short-term inflation outlook had improved.

In the March 17 Budget, the Treasury forecast was for inflation to end the year at 4 per cent, following a rise above 4.5 per cent during the summer months.

Stronger than expected increases in producer prices, and a 4.2 per cent rise in the retail

Owen fury at Tory manifesto

By Martin Fletcher, Political Reporter

The first big dispute of the general election campaign erupted yesterday when Dr David Owen angrily demanded that the Prime Minister withdraw what he described as "a foul smear" in the Tory manifesto concerning Alliance defence policy.

According to the manifesto, the Alliance wanted "one-sided disarmament by default or inadherence", and differed from Labour's outright unilateralist policy only on timing.

"Labour would scrap Britain's (nuclear) deterrent immediately on entering office. The Liberals and SDP would allow it to wither on the vine," the manifesto said.

In a rare public display of anger, Dr Owen accused Mrs Thatcher of "deliberately falsifying the case by pretending that the SDP-Liberal Alliance would disarm unilaterally". He said: "This is a foul smear, for it challenges our patriotism."

A principal reason for Dr Owen leaving the Labour Party in 1981 was its shift towards unilateralism. Last autumn he risked Alliance unity by insisting that it support the retention of an independent nuclear deterrent.

Kinnock vision of Dickensian future

By Richard Evans, Political Correspondent

Mr Neil Kinnock, the Labour leader, last night continued his moral crusade against Thatcherism by warning that Britain could face a "Dickensian" future if the Conservatives won the general election.

He told a Labour Party rally in Birmingham that society could be reduced to beggars in the street and young boys on the run in the city.

Mr Kinnock said: "It comes to people sleeping rough under the arches and people dying for the lack of warmth in their homes. It comes to making the young unemployed move or lose their benefit, accept compulsory training or work or suffer destitution."

"It means crowded prisons breeding crime, drug traffickers killing with narcotics as the gin-shops of the last century killed with their poison."

"It comes to a Prime Minister who preaches Victorian values and a Tory party chairman who says that he 'hopes Mrs Thatcher goes on until the turn of the century like Queen Victoria'."

"It's banal. It's bizarre. These are people living in a time warp. They would need a Dickens to do them justice."

"He would certainly feel at home. The man who produced Wackford Squeers and Heep and Quilp and Gradgrind and Bumble wouldn't even have to think up names."

Dr David Owen said yesterday that seven-figure unemployment would persist for at least another decade (Our Political Reporter writes).

"We will live for the next 10 years with a level of unemployment many of us would have thought inconceivable only a few years ago", the SDP leader said during a tour through Kent designed to expose pockets of high unemployment.

The Alliance would reduce unemployment by a million over three years but "taking the first million off was a great deal easier than taking the next million off".

He said that 1.3 million people had been unemployed for more than a year.

Later in an address in Cambridge where Mrs Shirley Williams, the SDP president is seeking to overturn a Tory majority, Dr Owen said Mrs Thatcher deserved her share of plaudits for the difficult reforms she had achieved, but said the price the country had paid for this progress in terms of lost compassion, weakened national unity and freedom forfeited in pursuit of individual gain was unacceptable.

Woman is shot dead in hospital

A woman was shot dead in the casualty ward of Lister Hospital, Stevenage, Hertfordshire, early yesterday.

The woman, aged 25, had been taken by ambulance to the hospital with stab wounds.

While she was waiting for treatment, the man who allegedly stabbed her burst into the hospital and shot her.

The unarmed police officer accompanying her was unable to protect the woman, but disarmed and arrested the attacker. A man was being questioned by police last night.

INSIDE

Inquiry told of panic on ferry

The true horror of the panic that broke out on the capsized ferry Herald of Free Enterprise was described by a survivor to the inquiry in London yesterday.

While some people helped fellow passengers to escape, others selfishly pushed people aside.

One man told how several young men who had been drinking barged in front of women and children to try and reach rescue ropes Page 3

Botha defiant

The two pillars of apartheid, the Group Areas and Race Registration Acts, will be kept indefinitely, President Botha of South Africa said. Page 10

BA profits up

British Airways beat its own privatization forecast with pretax profits of £162 million, but the share price fell 2p to 161p on the news. Page 25

New for old

One in 10 new homes in the private sector is for someone over the age of 55, it is estimated, and the market is growing. Property, pages 36-42

Portfolio

● No one won yesterday's Times Portfolio Gold daily competition so today there is double the usual amount to be won - £8,000.

● Portfolio list, page 31.

INDEX

Home News	2-6
Overseas	7-10
Business	25-31
Sport	43-46, 48
Appointments	32-36
Arts	22
Births, deaths, marriages	17
City Diary	27
Court	16
Crosswords	12-24
Diary	14
Entertainments	12-14
Features	16
Horticulture	22
Information	43
Law Report	45
Leading articles	15
Letters	16
Obituary	36-42
Property	36-42
Sale room	17
Science	16
TV & Radio	24
Weather	24
Wills	20

Fiji coup collapses as Bavadra is freed

From Stephen Taylor, Suva

The Fiji coup collapsed last night when the detained Government of Dr Timoci Bavadra was released to an ecstatic reception by its supporters and a constitutional position that remains more confusing than ever.

Dr Bavadra's house was surrounded by a milling, cheering crowd, to which he declared that he was still Prime Minister and his Government was still in place.

"We are here, ready to look after you for the next five years,"

Only an hour earlier he had been released from the official Prime Minister's residence, where he had been held for six days.

He said he would have to consider a decision taken earlier in the day by Ratu Sir Penaia Ganilau, the Governor-General, to dissolve Parliament and call new elections.

He said he believed research, possibly using animals, should be considered.

Professor Peter Piot, of the Institute of Tropical Medicine in Antwerp, another leading Aids researcher, said yesterday: "I agree with this important scientific proposal. We have already started related research in Zaire."

Global vaccination check on child Aids victims

By Thomson Prentice and Pearce Wright

Researchers are testing the effects of live vaccines on Central African children who are infected with the Aids virus to help ensure that an ambitious global vaccination programme, aimed at saving 3.5 million lives a year, is in no danger of adding to the spread of Aids.

Leading scientists believe further research is necessary into whether there is a link between immunization and the development of Aids among people already carrying the human immuno-deficiency virus (HIV).

In *The Times* yesterday, Professor Luc Montagnier, of the Pasteur Institute in Paris, expressed concern about the possible connection. He

Fast profit on R-R expected

Thousands of investors stand the chance of making a quick profit today when dealings begin in Rolls-Royce shares.

The 85p partly paid shares, stock market experts say, could start changing hands at about 135p. This would mean a profit of £75, before dealings costs, for holders of the minimum 150 shares.

The big City institutions are expected to be keen buyers of the shares but there were rumours that the powerful Japanese finance houses would waste in with massive buying orders.

Small investors wanting to deal today will have to wait until they have received their allotment letters. Almost two million were posted yesterday. An organizer said: "We hope everyone has a letter telling them how many shares they own by first post today."

Details, page 25

Toll rises to 37 on crippled US ship

From Michael Binyon, Washington

As the estimated death toll on the USS Stark rose yesterday to 37, angry questions were being asked here about the failure of the frigate to defend itself and about the exposed role of American warships in protecting Gulf shipping.

Congressional committees have already begun a searching inquiry. The Joint Chiefs of Staff appeared before a House of Representatives foreign affairs committee. Mr Casper Weinberger, the Defence Secretary, who called the incident a "heavily error which has caused enormous loss of life," was closely questioned by a Senate defence committee. Members demanded an explanation of the US Navy's role in the Gulf and the ships' ability to defend themselves.

Meanwhile, the State Department announced yesterday that the US had accepted Iraq's offer to hold a joint investigation into the attack. "Both governments are determined not to allow the recurrence of such an error. We have not yet worked out the timing and modalities of such an investigation, but will be doing so in the course of our continuing discussions with Iraqi officials both here and in Baghdad."

The conciliatory announcement makes it clear that Washington is keen not to allow the incident to create a rift with Iraq or to be exploited by Iran to hamper US efforts to end the War.

Senior military officers have been unable to say why the Stark, equipped with the advanced Phalanx system, did not launch anti-aircraft missiles against the plane, fire any of its computer-directed guns or try to confuse the missile

Continued on page 24, col 2

SAA The No.1 choice.

Non-stop flights. Comfort. Convenience.

SAA has the biggest choice of non-stop flights to and from South Africa and the biggest choice of destinations all over Southern Africa.

We offer you all the space, facilities and service on board aircraft designed to meet our specifications.

We have single terminal simplicity via Heathrow Terminal 1, for fast connections with U.K. domestic, Irish and European flights.

Fly SAA, the airline that offers you all the care and attention of the No.1 choice.



For full details contact your travel agent or call SAA at: 251-459 Regent Street, London W1R 7AD. Tel: 01-734 9841 or 14 Waterloo Street, Birmingham. Tel: (021-613) 9605. 15 Peter Street, Manchester. Tel: 061-434 4430. 85 Buchanan Street, Glasgow. Tel: 041-221 0015.

NEWS SUMMARY

Breakfast break
'worth £10,000'

Workers at the Sellafield nuclear reprocessing plant are demanding £10,000 a person to give up their 35-minute breakfast break.

British Nuclear Fuels, which considers its canteen facilities to be excellent, has offered the workers "substantial payments", believed to be about £1,800 each a year, if they are prepared to give up the break.

But after months of negotiations, the unions have demanded the money, 11 extra days paid holiday and improvements on daily allowances for shift working by 1,800 men who have to start work at 7.30am.

The company said yesterday that the offer had been made to improve productivity. "I can confirm that a substantial offer has been made but until an agreement has been finalized I cannot go into details."

One union official said: "Some of our men have many years of service left to complete. What has been offered in no way compensates for what we are expected to give up."

Stabbing inquiry
Unionist expelled

Detectives hunting the killer of a shop assistant issued a description yesterday of a youth with a distinctive mop of curly ginger hair seen running in the area shortly after she was stabbed.

Police believe the man, aged about 21, could help them to trace the killer of Mrs Kathleen Turner, aged 67, who was killed as she worked alone on Monday in a leather shop in Aylesbury, Buckinghamshire.

He is described as 5 ft 8 ins tall and was wearing blue jeans and a blue sleeveless top.

The Official Unionist Party last night expelled a leading advocate of a policy of integration.

A disciplinary committee expelled Mr Robert McCartney, QC, for "conduct detrimental to the interests of the party" after he rebuffed nine charges made against him at a meeting on Monday.

It was alleged that his presidency of the Campaign for Equal Citizenship was incompatible with the constitution of the Ulster Unionist Council. Mr McCartney has the right of appeal.

Bail for
ex-MP

Mr Keith Best, the former Conservative MP, was remanded on unconditional bail for a month yesterday when he appeared at Bow Street Magistrates' Court, central London, on three charges of criminal deception involving applications for British Telecom shares.

Mr Best, a barrister, who ceased to be MP for Ynys Mon, North Wales, with the dissolution of Parliament, was arrested at Holborn police station on Monday after reporting to police.

The charges involve a total of 2,400 British Telecom shares.



Historic papers saved

The Elveden Manuscripts, a set of historical documents which belonged to the family of Lord Iveagh, have been bought by Suffolk County Council for £250,000.

The purchase of the documents, which include beautifully decorated heraldic and family records, household accounts, manorial roles and pictures of local antiquaries, many featuring exquisite calligraphy, has almost certainly prevented their sale abroad.

They came on the market in 1985 when Lord Iveagh sold the contents of Elveden Hall, near the Norfolk border. The Victoria and Albert Museum and the National Memorial Fund offered to provide half the cash if Suffolk County Council raised the rest by appeal.

Gun case dropped

A man held in prison for more than three months under the Prevention of Terrorism Act was freed by Liverpool magistrates yesterday. Firearm charges against Kenneth Hagan from Belfast were dropped but Mr Hagan was immediately arrested again and taken to Liverpool airport to be flown home.

HOLD ON TO
YOUR MONEY
TILL JUNE 13.

THE REASON? On that date Barclays Unicorn are launching their new Smaller Companies Trust.

THE OBJECTIVE? To invest in small companies before they get big.

THE PROSPECTS? Very interesting. Over the longer term many smaller companies listed on the stock market consistently outperform larger, better known companies.

In fact, an Index of 1206 smaller companies during the first three months of this year showed a rise of 26.2% compared with a 20.8% increase in the FT Actuaries All-Share Index.*

At Barclays Unicorn, where we handle over £1800m of investors' funds, we have extensive research resources to help spot the right companies.

Send the coupon today for details of both the trust and our opening discount offer.

*Financial Times April 18.

To: David Chapman, Barclays Unicorn Limited, Juxon House, 94 St Paul's Churchyard, London EC4M 8EH or telephone him on: (01) 248 6224.

Name

Address

BARCLAYS

BARCLAYS UNICORN UNIT TRUSTS

MEMBER OF THE UNIT TRUST ASSOCIATION

Prosecution service under attack at Police Federation conference
Plea bargaining 'threatens force morale'

By Stewart Tendler
Crime Reporter

Crown prosecution service lawyers are plea bargaining with defendants and not prosecuting for assaults on the police, the annual conference of the Police Federation was told yesterday.

Assaults with clear injuries were taken to court, but lesser cases were dropped. As a result, police morale had slumped, the first day of the conference in Blackpool was told.

Delegates were also told of the need for greater resources in the inner cities, criticism of the police complaints authority and concern that a shortage of manpower meant that trainee constables were not properly supervised.

Inspector Peter Mannion,

Northern Ireland ministers were accused yesterday of instituting "offensive" disciplinary measures for the Royal Ulster Constabulary, which set it apart from other British police forces.

The Police Federation conference was told that one change affecting the RUC, which was rejected for forces in England and Wales in 1982, was forced through by the Government just before the announcement of the election.

Under the change complaints against

the police can be levelled by a third person without the written permission of the alleged victim.

The conference was told that the Government is also proposing to introduce a disciplinary offence for the RUC which would bring an investigation against an officer alleged to have acted in a discriminatory way in respect of politics or religion.

Sir Eldon Griffiths, Conservative MP for Bury St Edmunds and parliamentary

adviser to the police, told the conference that the law already covered the area of discrimination.

He said: "There is therefore no need to serve up the police in this way, as a cosmetic to carry favour with the Government's opponents, be they in Ulster or the Irish Republic."

Mr Alan Wright, chairman of the Police Federation for Northern Ireland, said the proposed change was offensive

He said there were people who vandalized the places in which they lived, terrorized their neighbours and made a personal contribution to their own plight.

"Decrepit housing, poorly designed estates and unemployment certainly makes our job that much more difficult that people become despondent."

Sergeant Maurice Cryer, of the Staffordshire police, said that the Scarman report in the aftermath of the Brixton disorders in 1981 had called for more supervision and guidance for young police officers in the inner cities. But he asked how this was possible when sergeants, the first line of supervision, were beset with manpower problems and the demands of the Police and Criminal Evidence Act.

political approach on police matters. Differences between left and right were very clear and highlighted issues of law and order.

PC Steven Barrett, chairman of the constable's section and a member of the Metropolitan Police, raised the problems of the inner cities and called for more resources.

He told delegates that there was no longer a bi-partisan

Mr Mannion said that a typical example was where an attempt to arrest a motorist after an alleged offence led to a fight. Talks between defence lawyers and the prosecution service would result in the driver pleading guilty to the motoring case but the assault being dropped. The assault would not be on the charge sheet and might not be mentioned in court so that the incident was not made known to the bench or the judge.

Mr Mannion said the federation was gathering details of such cases and planned to raise the issue with the Home Office and the Lord Chancellor's Department.

Pay rises
imposed
on NUM
members

By Tim Jones

Sir Robert Haslam, chairman of British Coal, yesterday ran out of patience with Mr Arthur Scargill, president of the National Union of Mineworkers, and imposed a wage settlement upon his members for the second year in succession.

The package, worth up to £11.50 a week to the 120,000 members of the NUM, is the same deal recently accepted by the breakaway Union of Democratic Mineworkers.

Sir Robert has taken a calculated risk that the miners will not be prepared to take industrial action.

The NUM has refused to negotiate on the pay deal because it is not willing to agree conciliation procedures with British Coal which give the UDM negotiating rights for the workforce at collieries and workshops where it has majority membership.

Mr Scargill and his executive believe that to concede that position would be to abandon their members in pits where the UDM is the majority union.

Mr Kevan Hunt, British Coal's head of industrial relations, said in a letter to Mr Peter Heathfield, the NUM secretary: "We are not willing to make a settlement on wages that does not take into account the majority principle, but neither are we prepared to allow your continuing intransigence to prevent the remainder of our mineworkers industrial employees from enjoying the benefits of the wage settlement."

City rules
against aid
for college

By Sarah Thompson
Education Reporter

The City of London has pulled back from a move to save Birkbeck College, the part-time college in the University of London, on the grounds that it is up to the Government to fund it properly.

But the college may win funds from the Corporation of the City of London to help it to press its case for more government funds in the light of cuts caused by a new formula for funding part-time students.

Furthermore, Birkbeck and other colleges may benefit in future from City funds as a result of a feasibility study on higher education aid to be undertaken on behalf of the corporation.

At a recent meeting of the policy and resources committee of the City's Court of Common Council, the college put forward an appeal for a grant of up to £350,000 to cover a shortfall of nearly 7 per cent in its 1987-88 grant from the University Grants Committee.

By contrast, other colleges in the university received grants which kept pace with inflation.

The City committee decided that "it would be wrong for the corporation to interfere in any way whatsoever with the relationship that Birkbeck has with the University Grants Committee".

Tenants welcome moves for
bigger say on their homes

By Christopher Warman
Property Correspondent

Local authority control of public housing will virtually disappear if the Conservatives win the general election.

The party's manifesto says that although tenants wishing to remain with the local authority should be able to do so, there should be a range of other options.

The party's manifesto details policies to extend tenants' opportunities to own, part-own or control their homes and to improve the nation's housing stock.

The Conservatives would also ensure that council rent income is spent on upkeep and that action is taken over rent arrears, now standing at £211 million.

Reactions around the country were divided. Local authorities viewed the proposals with suspicion, but tenants gave a cautious welcome.

London: The view from Mr Angus Sinclair's flat in Southwark's Aylesbury Estate reveals a familiar catalogue of public ills - rubbish and rubble on waste ground, broken windows and ubiquitous spray can graffiti.

Mr Sinclair, who has been unemployed since he left the Marines as a weapon instructor seven years ago, said: "A right to buy has little relevance here."

"No one would want to invest in these blocks. They are dirty, there is rubbish everywhere and there are squatters and muggers. They have an easy escape because of the walkways here."

Mr Sinclair, a member of the Aylesbury Estate's Tenants' Association, is a Conservative supporter, and would be entitled to a 70 per cent discount on his one-bedroom flat.

Labour-run Southwark Council said: "A recent audit estimated that it would cost half a billion pounds to put our housing right. If we lost



Mr Angus Sinclair, who believes nobody would want to buy a flat like the one he rents on the run-down Aylesbury Estate in Southwark, south London. (Photograph: Paul Lovehace)

our Government grant of £37 million we would have to treble our rents.

Birmingham: Council tenants generally welcomed the Conservative's plans.

The council there now operates several co-operatives run by tenants of council homes.

Yesterday Mr James Casey, aged 32, who lives in a three bedroomed council house with his wife, Patricia, and three children on the West Heath estate in south Birmingham, welcomed the Conservatives' proposal for housing associations taking over council homes.

Glasgow: the Labour-run district council is responsible

to buy their three-bedroom, centrally heated home.

Mrs Martin said: "The best way the Government could help would be to make it easier for me to get a job, otherwise I would be too worried about how we could meet the cost of repairs."

Mr Gerald Kaufman, shadow home secretary, yesterday accused the Conservatives of taking over a Labour idea to give council tenants control over the running of their estates.

"We first proposed the idea two years ago and we have made it absolutely clear that where tenants want to set up their own co-operatives they can do so."

Mixed reaction to schools plan

By John Clare
Education Correspondent

Mr Kenneth Baker, Secretary of State for Education and Science, described the Conservatives' proposal to allow state schools to opt out of local authority control as potentially the most radical reform to the system since it was conceived in 1870.

Mr John Pearson, chairman of the Association of Metropolitan Authorities, said it sounded the death knell for local democracy.

If the Conservatives win the election, Mr Baker expects the necessary legislation to be on the statute book by next summer. The first state schools could become independent in September 1989.

A number of head teachers said yesterday that they hoped their schools would be among the first in the queue.

Mr John Roberts, head of Tiffin, a boys' grammar school in Kingston upon Thames, south-west London, which is being forced to go comprehensive, said his staff and governors would welcome the plan.

Mr Martin Rogers, headmaster of the King Edward's Foundation, which runs seven grammar schools in Birmingham, said they would find the proposal extremely attractive.

Mr Laurie Norcross, head of Highbury Grove, a comprehensive in Islington, north

London, said he believed his school's governors would vote to break free of the Labour-controlled Inner London Education Authority.

Another proposal in the manifesto would give the 12 inner London boroughs and the City of London the right to become independent of the Inner London Education Authority.

Initially the offer of independence to schools is to be confined to secondary schools and primary schools with more than 300 pupils.

If independence is granted the department will fund the school on a per capita basis equivalent to what its local authority spends.

The schools will become charitable trusts. They will employ their teachers, set their rates of pay and have the ownership of their premises transferred to them.

However, the schools will not be allowed to change their character. Comprehensive schools choosing independence will not be able to become selective grammar schools; secondary moderns will not be allowed to become comprehensives.

Five of the six teaching unions condemned the plan. Mr Doug McAvoy, deputy general secretary of the National Union of Teachers, said it would dismantle state education and create insuperable barriers between the haves and the have-nots.

Mr Nigel de Gruchy, deputy general secretary of the National Association of Schoolmasters/Union of Women Teachers, described the proposal as "stupid and horrifying".

The Assistant Masters and Mistresses Association accused Mr Baker of opting out of his responsibility for education. The Secondary Heads Association said the plan

would dismantle the best schools and impoverish the rest. The National Association of Head Teachers said it split the death of local education.

But Mr Peter Dawson, general secretary of the Professional Association of Teachers, said it would appeal most to schools which had the most professional teachers and the highest level of parental interest and support.

Militant back
in full cry
at Liverpool

Expelled members of Militant Tendency led by Mr Derek Hatton were back in control in Liverpool town hall for a few chaotic minutes yesterday.

The former leader of Liverpool City Council, Mr Tony Byrne, was allowed to address the packed council meeting in spite of vociferous objections from outraged Liberals and Conservatives.

Mr Byrne, addressing the first council meeting since the local elections, sounded a rousing message to the councillors who succeeded him and his colleagues after they had been disqualified from office. "The way to thank the 47 of us is to commit yourself to the same policies that we carried out," Mr Byrne was given a standing ovation by the new "moderate" Labour group and many of the disqualified 47, including Mr Hatton and Mr Tony Mulhearn, both expelled from the party, who were standing at the back of the chamber.

But Richard Pine, deputy leader of the Liberals, whose "caretaker" administration controlled the council after the Labour members were disqualified, jumped to his feet and tried to bar Mr Byrne from the dais.

New rates
for the Standard
Business Tariff.

With effect from 5 June 1987 rates will be:

Monthly Standing Charge	£1
Cheque withdrawals	55p
Standing Orders	55p
Cashpoint withdrawals	20p
Paying In	55p
Direct Debits	20p

Tariff charged monthly. Charges relief allowed on credit balances. The terms and transaction charges quoted or the items in respect of which the Bank levies charges may be varied from time to time. Any changes will be advised by way of notice displayed in the UK branches of Lloyds Bank.

Lloyds Bank

A THOROUGHbred AMONGST BANKS. Lloyds Bank Plc, 71 Lombard Street, London EC3P 3BS.

مَكْذُوبًا مِنَ الْأَصْلِ

Father who became a 'bridge' tells of escape from ferry

By Rodney Cowton, Transport Correspondent

One passenger allowed himself to be used as a human bridge while others pushed people out of the way in their panic to escape from the capsized cross-Channel ferry, the *Herald of Free Enterprise*, the inquiry into the disaster was told in London yesterday.

Others had pushed people aside to get out themselves, the inquiry was told, during the first hearing of passengers' experiences.

Mr Andrew Parker, aged 33, of Herne Hill, south London, was the only passenger to appear before the inquiry, but depositions by many others were read by Mr David Steele, QC, representing the Secretary of State for Transport.

Mr Parker described in his deposition how he, his wife, Eleanor, and his daughter, Janice, aged 12, and two friends had been outside a cafeteria as the ferry sailed.

As the ship capsized his daughter flew past him and crashed into the other side of the corridor.

He held on to a seat as long as he could, and then crashed

down on top of everyone else. "By this time we were all heaped on top of each other", he said.

They were on a glass partition which had in effect become the floor.

The only light came from a window above them. He checked that all members of his party were still there and not injured. He could hear people crying and screaming and men shouting "don't panic".

They decided to go towards the bow area. His wife went first, because she was to that side.

"She came to a space at least 6ft across, with no chairs or other objects to climb on. She was sure she could not jump it."

Mr Parker pushed his way forward and braced himself across the space so that people could use him "as a stepping stone".

"I told my wife to walk across my back. She would not do so because she was frightened we would both fall in."

He said everyone behind

him was falling down and they were afraid they might drown if they stayed where they were.

Eventually everyone passed over him to the other side. There were about 20 people in an area of about 10sq ft.

Above them were some double doors, which someone pushed half open. A rope with large knots in it was dropped. "Several young men who had been drinking were particularly selfish and two of them tried to climb it, but fell back into the water."

"While women and children and lighter men were able to escape up the rope the people at the top were not strong enough or organized enough to pull up heavy people."

Mr Justice Sheen, who is conducting the enquiry, told him: "You should be congratulated on your presence of mind and assistance to others."

Mr Parker replied: "I feel it is important to say I have been singled out and there have been many acts of heroism."

The inquiry continues.



Mr Andrew Parker, who was praised for his courage in the capsized ferry, leaving the inquiry in London yesterday with his wife, Eleanor (Photograph: Denzil McNeelance).

Doctors rejecting 'abusive' patients

By Jill Sherman
Social Services
Correspondent

More than one in five of family doctors have refused to accept new patients in the past year for reasons other than list size, according to a survey by the Consumers' Association.

The survey, involving 1,343 GPs, showed that a third of those who refused to accept patients did so because they thought the patient was likely to be "difficult or cantankerous". The other main reason was that they lived too far from the practice.

More than a quarter of the GPs questioned had removed patients from their lists during the past year because they were "rude, abusive or violent". A further 18 per cent did so because patients had been inconsiderate or thoughtless. One GP said that he had been called out at 3am for a case of athlete's foot.

The British Medical Association said yesterday that there were a few difficult patients in every area who persistently caused problems. "To share the workload these patients are allocated to different doctors every three months."

The Consumers' Association says that patients should have the right to choose their doctors, rather than doctors choosing their patients.

In its response to the Government's Green Paper on Primary Health Care, which contains details of the survey, the association says that patients should have the right of choice, the right to information and the right to redress if things go wrong.

The document supports the idea in the Green Paper that health care shops, which could be run by private companies, should be set up so patients could have access to a wide range of practitioners.

Dikko says he was running for life

By David Sapsted

A Home Office lawyer yesterday accused the former Nigerian minister, Mr Umaru Dikko, of fleeing from his country after a military coup in 1983 because he feared prosecution for fraud rather than persecution for his political beliefs.

Mr Dikko, who is appealing against the Government's refusal to grant him political asylum, denied that he had amassed a multi-million pound fortune while in office.

He said that statements had been forced out of a man who told a Nigerian court he had taken £½ million to Mr Dikko's home in Lagos.

The former transport minister also denied before an immigration adjudication hearing in London that he had received £450,000 for approving a contract to a Nigerian construction firm.

Mr Dikko said the allegations were made just before the start of the trial in 1985 of four men who attempted to abduct him to Lagos, by drugging him and shutting him in a packing crate at Stansted airport. "I think the charges were meant to divert attention," he said.

Mr Philip Trussler, for the Home Office, said: "I suggest that you left Nigeria not fearing persecution, but prosecution."

Mr Dikko denied that his solo escape from Nigeria, leaving his wife and six children behind, had been pre-arranged. "It was running for dear life," he said.

Mr Mark Patey, chief adjudicator, asked Mr Dikko if he regarded himself as a poor man. He replied: "Poor is a relative term. I am not a rich man but I have friends who sympathize."

The hearing continues.

Hurd warns police against hypnotism

By Tony Dawe

Mr Douglas Hurd, the Home Secretary, yesterday told police chiefs that the hypnotizing of witnesses "should be discouraged".

In a circular to all chief officers, he told them hypnosis "may be a fallible and limited instrument which can induce misleading evidence".

His views have dismayed some senior police officers, who believe hypnotism can be useful, and angered some hypno-therapists who say their work has provided vital clues.

The Home Secretary's circular coincided with a ruling by Judge Waley at Maidstone Crown Court on Monday. He refused to hear evidence from witnesses who had been hypnotized to provide more details about an attack.

The judge said their memories had been "fortified" by the process and had become "as fixed as a film screen" so they could not be tested usefully in cross examination. Judge Waley's decision surprised Kent detectives. It was the first time they had used hypnosis in their inquiries but were following the lead of several other forces.

The Home Office is now

preparing new guidelines on the use of hypnosis but, because of Mr Hurd's views, it emphasizes that the process should be adopted only in "exceptional circumstances".

The Home Office says there is nothing to prevent a person from lying under hypnosis and adds that people can be particularly vulnerable to suggestion under the process.

Recent investigations in which people have been hypnotized include the inquiry into the Brighton bombing and the hunt for the murderer of three girls.

Last night Mr Eric Copperthwaite, who has hypnotized many witnesses for the police, criticized Judge Waley's ruling.

"Hypnosis can help people recall details which have been pushed into their subconscious because of the trauma of an event. I have seen people live the part again, showing their emotions and crying or screaming."

But hypnosis is opposed on ethical grounds by the Royal College of Psychiatrists, the British Medical Association and the Law Society.

Aids tests urged for prisoners

By Peter Evans
Home Affairs
Correspondent

Prison officers called yesterday for all inmates to be screened for Aids on reception and regularly throughout the term of their sentence.

A series of resolutions expressing concern about inadequate precautions against Aids and hepatitis in prisons were passed at the Prison Officers' Association conference at Southport.

Mr Jim Kay, assistant secretary of the association, said later that an agreement had been reached between the POA and the Home Office for the introduction of properly equipped isolation units, staffed by association members, wherever there was a need. Inmates with out communicable diseases would also be treated there.

Mr Pat Garrett, of Ackington Prison, near Morpeth, Northumberland, told the conference that compulsory screening was not seen as "an infringement of civil liberties but an eminently sensible solution to a real problem".

However, the Home Office said later that a change in the law would be required to make screening compulsory. "It can't be compulsory at the moment and no testing would be done without the consent of the inmate. The medical officer's relationship with an inmate is very much the same as that of the GP with a patient outside."

Mr Colin Evans, of Stafford Prison, said that an officer who escorted a prisoner diagnosed as Aids positive was told by a doctor that in order to secure life insurance or in response to a questionnaire from an insurance company, he would be compelled to disclose that a blood test for Aids or hepatitis had been carried out.

"This could result in insurance being refused or a hefty loading being imposed", Mr Evans said.

However, the Association of British Insurers said: "Purely because you have had a blood test for Aids doesn't necessarily mean you will not get cover."

Nurses 'driven to suicide'

By Our Social Services
Correspondent

Nurses are being driven to suicide, drink and drugs because of poor working conditions in the National Health Service, it was claimed yesterday.

Speaking at the National Union of Public Employees annual conference in Scarborough, Mr Michael Earp, a hospital psychiatric worker on

the Isle of Wight, said he had never seen so many nurses admitted to hospital because of stress. "They just cannot cope any more."

He also blamed low pay and morale, staff shortages, long hours and shift work for exacerbating stress in hospital wards.

Mr Philip Stevens, a psychiatric nurse, of North Wales, said that a survey showed that more than 63 per cent of nurses suffered from tension which often drove them to drink and drugs.

attacked by violent people affected by drink or drugs.

He also blamed low pay and morale, staff shortages, long hours and shift work for exacerbating stress in hospital wards.

Mr Philip Stevens, a psychiatric nurse, of North Wales, said that a survey showed that more than 63 per cent of nurses suffered from tension which often drove them to drink and drugs.



The best reason for that holiday in Ireland you've always promised yourself.

You'll always find a heartfelt welcome in Ireland. But nothing is as welcome as these new price reductions on all aspects of your Irish holiday in 1987.

By ship or plane, fares are down.

On practically every air and sea route, fares to Ireland have been dramatically reduced.

£30

Swansea Cork Ferries. £30 return per person. (Notional fare £54). An amazing fare to take you direct to the heart of holiday Ireland.

SWANSEA CORK FERRIES

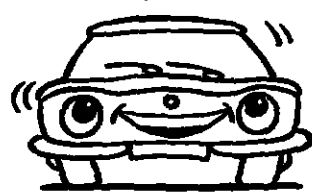
A free IR£10 voucher for motor fuel.

When you purchase your Irish motoring holiday, you can apply for an IR£10 voucher for motor fuel usable at any participating service station in Ireland.

If you are travelling by ferry, send us your name, address, and the departure and return dates of your holiday, plus a copy of your ferry ticket showing your name and vehicle registration number.

If you have purchased an air inclusive tour with car, send a copy of your booking confirmation.

Post your application to: Discover Ireland in 87, PO BOX 319, Bristol BS99 7UE.



The voucher can be used in the Republic of Ireland from June 1st to October 31st 1987. All applications must be received by July 3rd 1987.

We can accept only one application per car party. Only bona fide applications will be honoured. Employees and families of the Irish Tourist Board, or their agents, cannot apply. Please allow 14 days for delivery.

All-round better value.

Prices on virtually everything the holidaymaker wants and needs have now been reduced in Ireland. The cost of all kinds of accommodation, restaurants, car hire and shopping has now been dramatically cut. And remember, current exchange rates mean your pound goes a long way against the Irish pound.

It really is the best time ever to take that holiday in Ireland you've always promised yourself.

See your local travel agent or call Swansea Cork Ferries (0202) 681818 for more details.



Irish Tourist Board,
150 New Bond Street,
London W1Y 0AQ.

Welcome the golden hello

By Philip Howard

Our words define and record us. Four days after the election the latest report on the state of the language, and accordingly of our world, will be published, including such characteristic innovations of our busy times as glasnost, Aids, yuppies, Big Bang, and Thatcherism.

It is a new edition of the original thesaurus, word-book, journal's crutch, enrichment, or Roget.

The new edition of *Roget's Thesaurus* (Longman, £11.95) will include 11,000 new words and phrases that are deemed to have established themselves in the language since the last edition five years ago.

The picture that our coinages paint of us is not entirely complimentary. We are a nervous and ill-fed lot, going in for aerobics, lean cuisine, E numbers, kebabs, and Pizzerias.

We are obsessed with such life-degrading high tech as ghetto blasters, cellular telephones, personal stereos, compact discs, contraflows and Star Wars. We are greedy: golden hello. We are pretentious: psychobabble. We tolerate poverty and dirt: bag-lady and gunge.

The new edition has modernised some terms: out goes faddy-daddy, in comes "thanaaturgy", in comes pretty useless "wander-working".

Some entries have been merged: goal or jail is united with prison. Others have been divided: pothebs are split into herbs and spices, reflecting the interest in colour-mag pseud-cooking.

Others reflect changes in social and medical thinking: lunatic asylum becomes mental hospital, and insanity becomes mental disorder. Some new sections have been added, including one on diagnostic medicine.

The first edition was published 135 years ago on June 5, 1852. Its editor was Dr Peter Mark Roget, a 70-year-old physician, polymath, and son of a Swiss pastor, and he called it *Roget's Thesaurus of English Words and Phrases Classified and Arranged so as to Facilitate the Expression of Ideas and Assist in Literary Composition*. Subsequent editions have shortened the title.

Its novel feature is still that

the synonyms are grouped not alphabetically, but according to a bizarre structure of modes of thought or a grasshopper mind, although the thesaurus now includes an alphabetical index.

The book is a two-edged aid, incorporating Roget's misapprehension that anybody can write well by deploying enough long words. It should be used as a sniper's rifle to pot the exact word that you have temporarily forgotten rather than as a blunderbuss to scatter elegant variation around your prose.

The editor of *Roget*, Betty Fitzpatrick from Edinburgh, has the advantages of being a professional lexicographer (*Chambers*), a Scot, a journalist, and a woman. She has brought a breath of fresh air into the funny old publication, including the feminist words, the four-letter words, and a generous proportion of peculiarly Scottish words. If what you want is erudite variation, difference, novelty, variety, pretentiousness, pass the *Roget*, she is your bookperson.

The Conservative manifesto

Tories promise reforms in education and housing

By Nicholas Wood
Political Reporter

The true spirit of radicalism in British politics is embodied in the "weighty" programme set out in the Conservative manifesto, Mrs Margaret Thatcher said yesterday.

The past eight years had brought about a transformation of the country's fortunes, but she was not asking the electorate to give her Government a third term of office purely on the strength of its record.

"We are asking them to vote for our commitment to the future",

the Prime Minister said as she launched a document promising far-reaching reforms in education, housing and the inner cities, coupled with a continuing shift in the direction of lower inflation and taxes and wider share ownership and privatization.

She insisted that her party's manifesto put paid to any suggestion that the Tories were running out of steam after two periods in power, a point emphasized in the document.

"No previous government with eight years of office to its credit

has ever presented the electorate with such a full programme of radical reform.

"No other party, presenting its manifesto proposals to the nation, has been able to support them with such a solid record of achievement."

Mrs Thatcher said that four main themes dominate her programme: good housekeeping allied with tax-cutting; the widening of choice and ownership among the people; the dependence of healthy public services on a healthy economy; and a peace policy founded on strong defence.

Education

Biggest changes for over 40 years

The biggest change in the structure and organization of state education for more than 40 years gives the radical cutting edge to the Conservative manifesto, which promises:

- A national core curriculum covering a basic range of subjects for all children aged between 5 and 16. Pupils would be tested at the ages of 7, 11 and 14 against national benchmarks of performance.
- Governors and heads of all secondary schools and the largest primaries would be given control of their own budgets within five years of the Conservatives being re-elected.

They would determine their priorities across a full range of headings, including staffing, books, equipment and maintenance.

● Parental choice would be extended further. Local education

authorities would have to set the overall size of a school's budget in line with the number of pupils it attracted. Schools would be free to expand their intakes up to their physical capacity, rather than being restricted by local education authority ceilings.

A pilot network of city technology colleges, operating alongside a variety of other schools, would be established.

● The assisted places scheme would be expanded from 25,000 pupils to 35,000 pupils and private schools safeguarded.

● Individual schools would be allowed to opt out of local education authority control. They would be reconstituted as independent charitable trusts and receive a direct grant.

● London boroughs would be allowed to withdraw from the Inner London Education Au-

thority and to take over maintained schooling within their boundaries.

● Closure of village schools would not be allowed solely on the basis of the number of pupils.

● A Green Paper would be produced on the long-term machinery to determine teachers' pay.

● The University Grants Committee would be replaced by a Universities Funding Council composed of broadly equal numbers of academics and non-academics. It would allocate funds to individual institutions on a contractual basis.

● Student numbers would be increased by a further 50,000 by 1990.

● A new polytechnics and colleges funding council would be set up in place of local authority control.

The economy

Defeating inflation is top priority

The conquest of inflation remains the central plank of Conservative economic policy. "We will not be content until we have stable prices, with inflation eradicated altogether," the manifesto says.

It adds that there is no better yardstick of a party's fitness to govern than its attitude to inflation and that it is "immoral" to ignore this yardstick.

Lower taxes remain a high priority. The Conservatives promise to reduce income tax further (down from 33p to 27p in the pound since 1979) and reduce the basic rate to 25p "as soon as we prudently can".

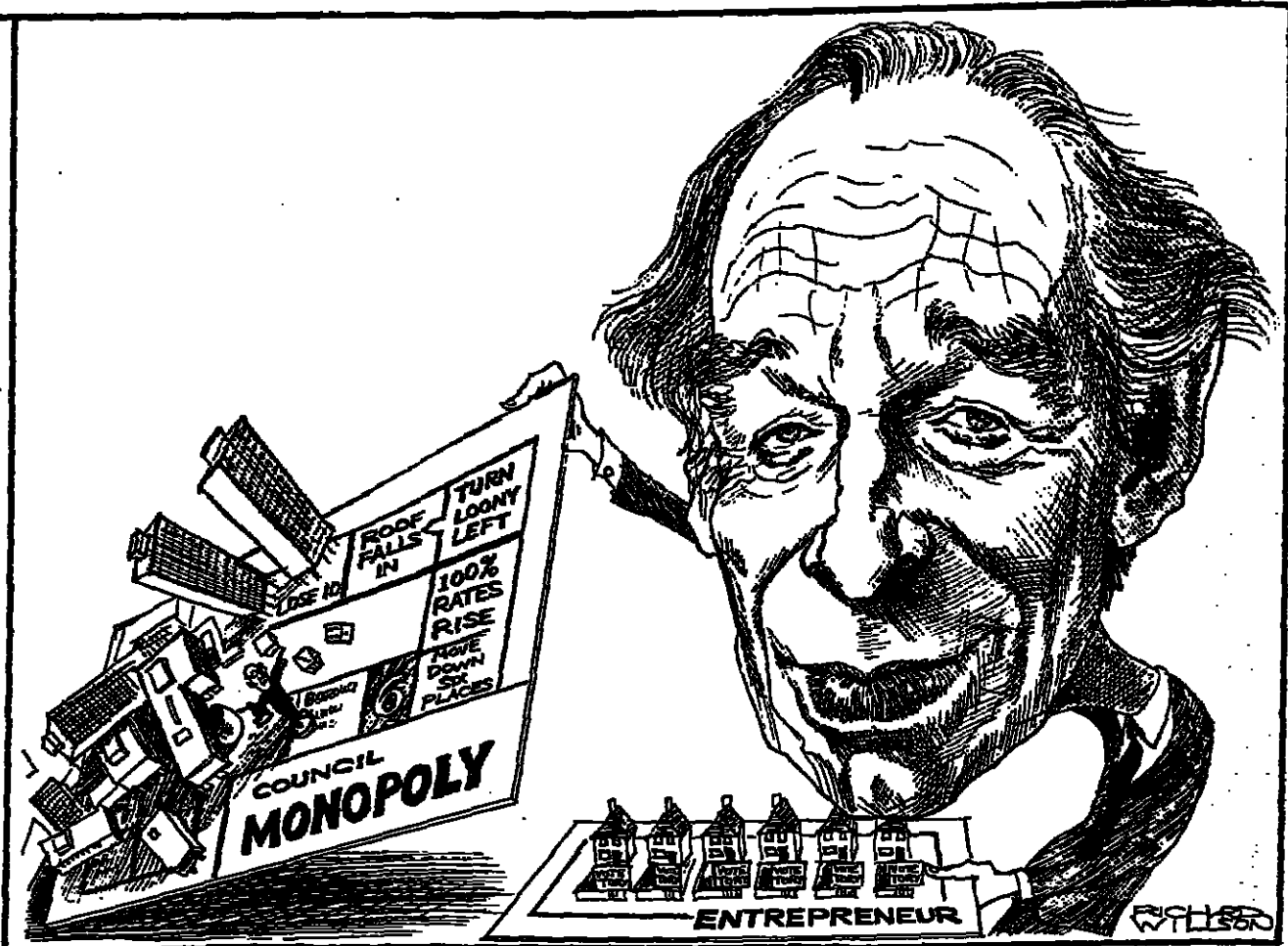
Public spending will take a steadily smaller share of national income overall, with targeted increases in priority areas such as health and job training.

High unemployment is "one of the most intractable problems" facing all industrialized Western countries. For almost a year, it has been falling faster in the United Kingdom than any of its main European competitors.

The manifesto's proposals include:

- Making the community programme full-time, and paying participants a premium over and above their social security payments.
- Expanding the 1,000 self-help "job clubs".
- Guaranteeing all school-leavers under 18 without a job a place on the youth training scheme.

- Withdrawing benefit from young people under 18 who "deliberately choose to remain unemployed" while safeguarding the entitlements of vulnerable groups.



Inner cities

Barriers to investment 'must be eliminated'

The manifesto says that the growth of national prosperity in recent years has been founded on a rebirth of enterprise.

"But in many of our inner cities the conditions for enterprise have been systematically extinguished by socialist councils. For the sake of those living in our inner cities we must remove the barriers against private investment, jobs and prosperity, which such councils have erected."

In addition to the five proposed urban development corporations, with the powers and money to reclaim and redevelop derelict land, new small versions of the corporations will be set up to operate

in areas where there is clear economic potential but where local authorities are failing to tackle problems.

More under-used and vacant public sector land will be brought back into use. The new unified business rate, proposed under the plans to replace domestic rates with a community charge, would ensure that companies and jobs are not driven out of the inner cities by profligate councils.

Programmes such as the five city action teams and the 16 inner-city task forces and partnerships would continue to draw on the Government's help to work with local people to promote enterprise, employment and training.

Local government

Abuses 'shock nation'

The abuses of left-wing Labour councils have "shocked" the nation, the Conservatives say, and are not restricted to a few London boroughs.

"The truth is that the far left control town halls in many of our cities," the manifesto says.

Part of the explanation for the rise of such "extremists" lies in the fact that too few ratepayers have an interest in voting for responsible councillors with sensible policies.

"Many people benefit from local services yet make little or no contribution towards them: that throws too heavy a burden on too few shoulders."

Private firms have had little protection against the "huge" increases levied by Labour and Alliance councils.

In the first session of the new Parliament, the Conservatives would scrap domestic rates and replace them with a new, fixed-rate community charge payable by all adults.

All except the mentally ill and elderly people living in homes and hospitals would have to pay, but there would be reductions for students and the poor.

A unified business rate, tied to inflation, would also be introduced.

Councils would also have to put out to tender services such as refuse collection, street and building cleaning, vehicle maintenance, catering and ground maintenance.

Action would be taken to "strengthen democratic processes in local authorities".



Mrs Margaret Thatcher, flanked by, from left, Mr Norman Tebbit, Sir Geoffrey Howe and Mr Norman Fowler, at the launch of the Conservative manifesto in London yesterday.

Housing

'Decisions for people'

The manifesto says that the Tories' goal is a capital-owning democracy where people exercise power over their own lives in the most direct way.

"They would take the important decisions - as tenants, home-owners, parents, employees and trade unionists - rather than having them taken for them."

Specific promises include:

- A right to rent by extending the assured tenancy scheme and by introducing a "short-hold" scheme.
- Assured tenancies would encompass new lettings in which tenants and landlords freely agree terms. The tenant would have security of tenure

and would renegotiate the rent at the end of the lease.

Under short-hold, aimed at bringing 550,000 dwellings back on to the market, security of tenure would be limited to the terms of the lease, not less than six months.

● Council tenants would be given the right to choose their landlords. These could either be tenants' co-operatives, owning and running estates, or other institutions such as building societies or pension funds.

● The setting up of "housing action trusts" to take over problem estates, renovate them and transfer them to new ownership such as housing associations.

Trade unions

Protecting individuals

Among laws proposed to "protect the rights" of individual union members are:

- A right to a secret ballot before a strike.
- A right to protection against union disciplinary action for disobeying a strike call.

● The re-election of union leaders by independent postal secret ballot.

● Curbs on the closed shop by protecting non-union workers against unfair dismissal. No legal immunity for strikes or industrial action to establish or enforce a closed shop.

● A new trade union commissioner to help individuals enforce their basic rights.

Health service

More of the same

In marked contrast to the radical proposals covering education and local government, no fundamental changes are planned for the health service.

Instead, the Conservatives stress their record over the past eight years, saying that spending is up from less than £8 billion to nearly £21 billion, and that staffing is up by 75,000.

The network of computerized "call and recall" systems for cervical cancer screening would be completed and a national programme for breast cancer screening developed.

Much maligned polls the key to a nation's many moods

By David Butler

In the coming weeks cartoonists will mock the polls and commentators will suggest that the public is satiated and sceptical.

One of the five leading polling organizations has boasted that it alone will carry out more nationwide surveys between now and June 11 than all five of them did in 1983.

But polls will continue to flourish simply because, for all their faults, there is no better source of information about movements of opinion and the likely outcome.

Sometimes, of course, the polls will disagree. Even when opinion is completely stable, every tenth sample survey with 1,000 respondents will, for purely mathematical reasons, diverge by at least 6 per cent from the true picture of the gap between the leading two parties.

However, when there are many polls, the overall picture is likely to remain fairly clear. Consider the most recent surveys in the table: only one seems out of line.

Last Thursday Gallup put the Alliance, not Labour, in second place. In default of other evidence it is wise to ignore this deviant finding or, at most, to let it make its modest contribution to a national average poll of nine polls: Conservative 42 per cent, Labour 32, Alliance 24.

On these average figures, if every constituency moved uniformly from the 1983 result, the Conservatives would get 360 seats to Labour's 246 and the Alliance's 21. The clear Conservative majority of 70 would be half the 1983 figure of 144.

On Sunday, *Weekend World*, and on Monday, *Newsnight*, published polls taken in marginal constituencies which indicated a rather smaller lead nationally, perhaps only 7 per cent or so, for the Conservatives.

Certainly they made plain that the Conservatives could not count on the bonus that

POLL WATCH

was being suggested by polls in marginal seats earlier in the year.

Moreover, there is an indication in most of the latest polls that the opening days of the campaign have helped Labour to cut the Tory lead from a maximum of 18 per cent to 10 per cent or less.

The Alliance has had no comfort yet, except that it is starting from a better point than in 1983 and that there is some sign of hardening support.

Sometimes, of course, the polls will disagree. Even when opinion is completely stable, every tenth sample survey with 1,000 respondents will, for purely mathematical reasons, diverge by at least 6 per cent from the true picture of the gap between the leading two parties.

However, when there are many polls, the overall picture is likely to remain fairly clear. Consider the most recent surveys in the table: only one seems out of line.

Last Thursday Gallup put the Alliance, not Labour, in second place. In default of other evidence it is wise to ignore this deviant finding or, at most, to let it make its modest contribution to a national average poll of nine polls: Conservative 42 per cent, Labour 32, Alliance 24.

On these average figures, if every constituency moved uniformly from the 1983 result, the Conservatives would get 360 seats to Labour's 246 and the Alliance's 21. The clear Conservative majority of 70 would be half the 1983 figure of 144.

On Sunday, *Weekend World*, and on Monday, *Newsnight*, published polls taken in marginal constituencies which indicated a rather smaller lead nationally, perhaps only 7 per cent or so, for the Conservatives.

Certainly they made plain that the Conservatives could not count on the bonus that

happen on June 11 but we can be virtually certain that opinion will not then stand where it does now.

Perhaps a move towards the centre is most likely. The Alliance has some comforting precedents.

In three out of the last four general elections it has advanced sharply in the course of the campaign. In 1983, it gained 8 per cent in the last three weeks. If it can do that again, it will get a third of the total vote on June 11, almost certainly enough to deny the Conservatives a clear majority.

But there is the counter-example of October 1974 when the Liberals completely failed to repeat the spectacular leap they had achieved during the February election, seven months earlier.

Party strengths in the polls are, however, bound to move during the general election. Surveys in marginal seats, reported in *The Times* on Friday and by *Weekend World*, show Labour doing remarkably well in Conservative-Alliance marginals and the Alliance doing remarkably well in Conservative-Labour marginals.

But in the next few weeks the campaign will educate many people as to their local political situation.

Fifty per cent of voters are telling the pollsters that they are ready to vote tactically. The Conservatives hold 70 seats by less than 10 per cent of the vote. Only a limited number of electors have to decide that it is not worth supporting a candidate who is going to come third, for it to make a critical difference to the outcome.

Above all, there are the 28 or so days between these interviews and the actual vote. We do not know what will

The author is a Fellow of Nuffield College, Oxford.

OPINION POLL RATINGS

Field work	Poll	Con	Lab	All	Oth	Size	Published
May 13	Marplan	41	30	28	3	1,020	Daily Express
May 13-14	Harris	42	33	23	2	1,040	Observer
May 11-14	MORI	44	30	25	1	1,521	Sunday Times
May 16-17	Harris	42	32	24	2	1,058	TV AM
May 19	Marplan	41	33	24	2	1,072	Today

Livingstone denies rift with Kinnock

Mr Ken Livingstone, the former leader of the Greater London Council, yesterday fired the opening shots in his bid to become the Labour MP for Brent East with a firm denial of any rift between himself and Mr Neil Kinnock, the party leader.

He said: "I am not separating myself from Mr Kinnock. I am just about to undertake four weeks of punishing activity to make sure I can join him."

But the left-wing candidate, speaking at a press conference in a tiny north London constituency office, said he thought the emergence of separate caucuses such as black sections in the Labour Party was inevitable and that it was right for the party to be committed to the removal of

discrimination against lesbians and homosexuals.

He brushed aside a question referring to Sharon Atkins, the ousted parliamentary candidate and black sections' campaigner, saying: "I am really not interested in getting into some sort of politics of what people may or may not believe Mr Kinnock thinks."

Mr Livingstone described his campaign as "up and running" but admitted that he had not yet seen Labour's manifesto.

"I certainly get across Labour's main themes of actually getting rid of nuclear weapons in Britain, rebuilding our welfare state and reconstructing our economy."

Labour had a majority of 12 per cent in the constituency at the last election.

Alliance plan will tax high earners

By Nicholas Wood, Political Reporter

Dr David Owen conceded yesterday that there will be some losers under the Alliance's anti-poverty programme but he said the numbers would be far fewer than signalled under earlier proposals.

The SDP leader said that people on high incomes would be worse off under the programme, costing £3.6 billion, which promises that increases in benefits will be aimed at the old, families with children, the unemployed and the disabled.

But he said it was not possible to specify levels of salary at which taxpayers would be affected under the package outlined in the Alliance manifesto. Last August the Alliance withdrew plans for merging the tax and benefit system and redistributing incomes after admitting that people earning more than £10,000 a year would have to pay more.

Dr Owen said that the

original package was geared towards being revenue neutral. The new scheme was far more generous because it exploited increased tax receipts.

Of its total cost, £1.75 billion would come from higher borrowing. The remainder would be financed by higher taxes through the abolition of mortgage tax relief at the higher rate and freezing the married man's tax allowance.

He said: "The losers will be the people on high incomes who are claiming mortgage tax relief over and above the standard rate. There will be adjustments to personal tax allowances for the rich so they will also be losers."

The Alliance is promising to increase pensions by up to £5 a week for poorer single people and £9.40 for married couples. It also plans big increases in child benefits and payments to low-income families.

SNP threatens Alliance hope of winning key Scottish seat

CONSTITUENCY PROFILE

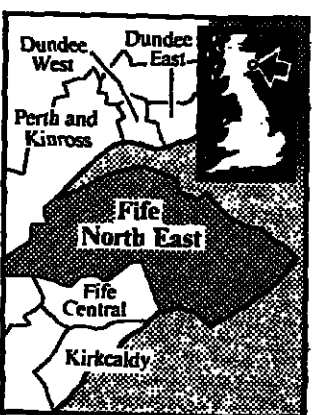
Fife N-East

CANDIDATES
J.S.B. Henderson (C)
W.M. Campbell (L/All)
D. Roche (SNP)
A. Gannon (Lab)

1981 % Own occ	48.7
1981 % Loc Auth	33.8
1981 % Mfg	47.7
1981 % Prof man	18.9
1986 electorate	52,155

1983 General Elections: Henderson, J.S.B. (C), 17,129; Campbell, W.M. (L/All), 14,944; Roche, D. (SNP), 2,442; Gannon, A. (Lab), 2,428; Fife, T.G. (Eco), 242, maj 2,165.

Key: % own occ: proportion owning their homes; % Loc auth: proportion of council tenants; % Mfg: proportion of non-manual workers; % Prof man: professionals & higher management



A revival of Nationalist sentiment could put paid to Alliance hopes of gaining their number one target seat in Scotland. North-East Fife is a prosperous and largely rural constituency centred on the market town of Cupar and taking in the university town of St Andrews and the picturesque fishing villages of East Neuk.

The constituency was held in 1983 by Mr Barry Henderson for the Conservatives by a majority of 2,185 (5.9 per cent) over the Liberals. Although on paper it looks less marginal than Edinburgh West, where the Liberals came within 498 votes of unseating the Tories, the Alliance regards it as its most winnable seat north of the border.

This confidence is based largely on its local government performance. The Liberals gained control of the district council in 1974, the only Scottish local authority they control, and with the SDP they now hold five of the constituency's nine seats on Fife Regional Council.

The Conservative agent, Mr Keith Griffiths, reckons that the performance of the Liberal district council is the Tories' best secret weapon in this election campaign. He claims that it has antagonized local people with poor management and less than open government. He cites long delays in the clearing of a derelict factory in Newburgh, an unpopular decision to establish a site for travelling people near



Mr Henderson: an attack on Liberal council's record.

Cupar and ignoring residents' protests about the siting of a swimming pool in St Andrews.

Although the fight looks like being a close two-horse race between the Alliance and the Tories, the size of the Scottish National Party (SNP) vote could be crucial in determining the outcome. In October 1974 the Nationalists came within 2,000 votes of unseating the Tories. Since then they have been pushed into a poor third place by the Liberals but there are now signs of a Nationalist revival. In a clear effort to stem this tide, Mr Menzies Campbell, the Liberal candidate, has made much in his speeches of the Alliance commitment to a Scottish assembly with revenue-raising powers.

Both SNP and Labour, who each polled just under 2,500 votes at the last election, claim their vote is solid and see tactical voting by their supporters as unlikely. They are both fielding local candidates, Mr David Roche, an architect, for the SNP and Mr Tony Gannon, an unemployed politics graduate for Labour.

The Tories are making much of the fact that the one candidate from outside the

constituency is the Liberal, Mr Campbell, an Edinburgh advocate and QC.

Defence and education are likely to be key issues in the campaign. The RAF base at Leuchars is the biggest employer in the constituency and the Tories are stressing what they see as the ambiguities and uncertainties of Alliance defence policy.

The second largest employer is St Andrews University, traditionally a bastion of Conservatism, though recently suffering the effects of government cuts. Both the Liberals and the Tories will be making strenuous efforts to persuade the 4,000 students there, most of whom will have left by June 12, to exercise postal votes in North-East Fife rather than to use their votes in safer seats at home.

If Mr Campbell does win on June 12 he will not be the first Liberal lawyer to represent North-East Fife. The party's leader, Mr H.H. Asquith, held the old East Fife seat from 1886 to 1918. His successor, Mr David Steel, will be visiting the constituency next week in an effort to end the subsequent 60 years of National Liberal and Conservative representation.

Ian Bradley

Poverty the enemy • Recovery aim • Justice for miners • Sunday shops **ELECTION 87 X**

The Labour manifesto

£12bn programme is Kinnock's 'message of confidence'

By Philip Webster, Chief Political Correspondent

A £12 billion emergency programme to tackle unemployment, poverty and crime forms the centrepiece of the Labour Party's general election manifesto, unveiled yesterday by Mr Neil Kinnock as "a message of hope and confidence" — the alternative to the divisive and dictatorial approach of the Conservatives.

The manifesto promises to reduce unemployment by a million in two years, increase pensions and child benefit, introduce a statutory minimum wage, introduce crime prevention grants for home owners and to put more policemen on the beat — all as part of a programme concentrating resources on the tasks of combating unemployment and poverty for its first two years.

All other programmes requiring substantial public finance must take lower priority in terms of timing and public resources, the manifesto says.

Mr Kinnock, launching it at a press conference at the Queen Elizabeth II conference centre in Westminster, said it was a manifesto "which pledges only what we know can be achieved".

It pledges to pay for its immediate recovery programmes, costing £6 billion a year for each of the first two years, by reversing the 2p income tax reduction made in the Budget and using it directly to generate 300,000 jobs, by borrowing £3 billion for wealth-generating investment and reversing the extra tax cuts received by the richest 5 per cent (those earning more than £500 a week,

according to Mr Roy Hattersley, the shadow Chancellor, later) and re-allocating it to the most needy, and introducing a "super wealth tax" to be levied on the wealthiest 1 per cent of the population.

As part of its programme to halt the decline in manufacturing industry, it promises to introduce a capital repatriation scheme to attract and retain investment in Britain and to establish two new organizations — British Enterprise, to back new companies and ideas, and the British Industrial Investment Bank, to lend funds to industry for machinery, training, research and development.

The manifesto commits Labour to cancelling the Trident submarine programme and decommissioning Polaris, but, as expected, it continues the softening of its stance on the removal of American nuclear weapons by referring no longer to the removal of "American nuclear bases" and making clear that not only cruise missiles but also "other nuclear weapons" can remain while the United States-Soviet disarmament talks continue with hope of success.

The manifesto also commits Labour to setting up a ministry for the arts and media, which will have responsibilities for the press and broadcasting. It promises to legislate to ensure that ownership and control of the press and broadcasting media is retained by British citizens, and to limit the concentration of ownership. The detailed proposals are as follows:

Priority programme

Immediate economic summit to be called

If Labour forms the next government it will call an immediate national economic summit involving government, employers and trade unions to identify actions to increase investment, contain inflation and achieve sustained recovery.

The party intends to reduce unemployment by a million in two years as the first instalment of a plan to beat mass unemployment, the document says. Half a million jobs will be generated in private industry and the public sector building and repair of homes, schools and transport systems.

Another 360,000 jobs and training places will be created. A further 300,000 jobs will come in the health, education, and caring services.

Customs services will be strengthened in the fight

Health service

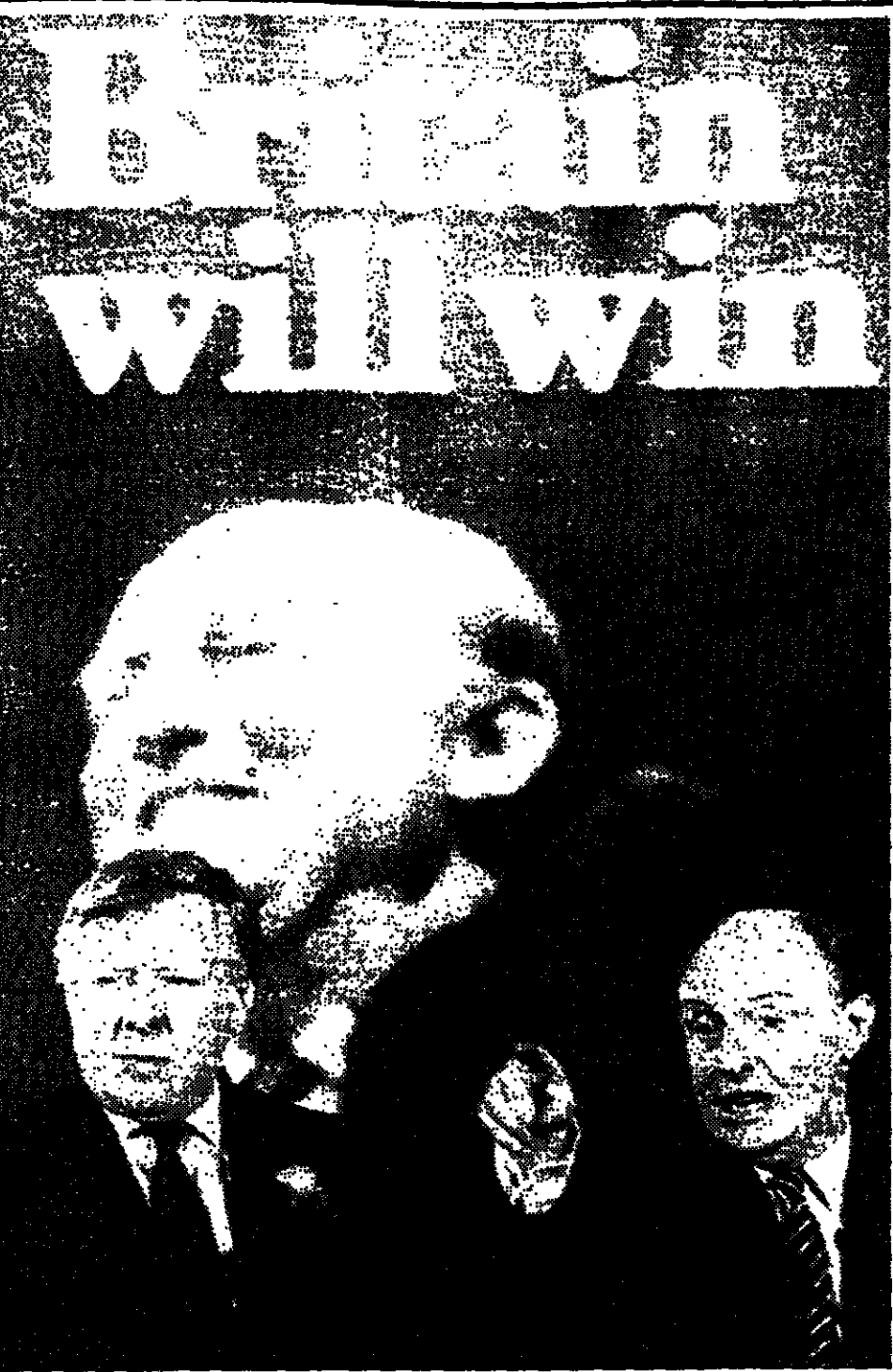
Vow to cut waiting

Waiting lists will be reduced by computerizing bed allocation, encouraging more consultants to work full-time and targeting increased resources where lists remain excessive. Proposals include shorter GP patient lists, more convenient surgery hours, and more choice for patients.

There will be a network of well-women clinics, with computerized "call and recall" screening for all women at risk of cervical and breast cancer. Resources to fight AIDS will be increased.

Labour will start to reduce prescription charges with the ultimate aim of abolition, and begin phasing out pay beds and removing public subsidies to private health. A carer's allowance will be introduced for those looking after elderly and disabled relatives at home.

Other swift action, costing little to implement, the manifesto adds, includes the introduction of a Freedom of Information Act, the repeal of Section 2 of the Official Secrets Act.



An emphatic Mr Kinnock at the launch of Labour's manifesto, with Mr Roy Hattersley.

Trade unions

All employees 'must be allowed membership'

The manifesto makes no commitment to repeal all Conservative labour legislation. Instead it vows to "replace" Tory legislation that gives employers and non-unionists the means to frustrate legitimate trade union activity.

It calls for "justice" for unfairly dismissed miners, and the restoration to every employee of the right to belong to a union, including GCHQ staff. Labour proposes secret ballots for strikes and the election of union executives.

The party promises to promote racial equality and encourage contract compliance and other positive means of ensuring equity for all citizens. It will strengthen the law on public order to combat racial

hatred, acting against the menace of racial attacks by making prosecution easier. This should encourage more reporting of offences.

A charter for consumers will provide new safeguards. Producers will be made strictly liable for defective products. There will be a statutory code of advertising practice, with powers to order the correction of misleading advertisements.

Schools will be encouraged to open recreational facilities to the whole community and prevent the sale of school and other sports grounds.

Labour will protect the independence of the BBC and independent broadcasting organizations. It rejects subscription TV for the BBC.

Defence

Polaris 'is to go'

Labour's policy "is based squarely on Britain's membership of Nato". Polaris will be decommissioned, Trident cancelled.

The money saved would be spent on conventional forces and maintaining a Royal Navy of 50 frigates and destroyers.

There would be no time limit for the removal of American weapons, but if the superpower arms talks fail "we shall, after consultation, inform the Americans that we wish them to remove their nuclear weapons".

The aid budget would be doubled and a department of overseas development, headed by a Cabinet minister, would be set up.

Pledge to bring capital back

Other points from Labour's manifesto include the following:

● **INDUSTRY:** A capital repatriation scheme would be brought in to attract and retain British savings and investment in Britain. Investment institutions will lose their tax concessions unless they bring back most of the capital invested abroad.

A British Industrial Investment Bank would target finance for industry where it is needed and there would be a dynamic regional policy with development agencies for the North, North-west, Yorkshire and Humberside.

A ministry of science and technology would be set up and British Enterprise will take a socially owned stake in high-technology industries.

British Telecom and British Gas will be returned to "social ownership", but no other industries sold off by the Tories are named for return to the public sector.

All 16-year-olds would be guaranteed at least two years of education, training and work experience.

Labour will also develop an energy conservation programme and ensure that Britain develops full potential of coal, oil and gas resources. Our dependence on nuclear energy will be "gradually diminished", but no timetable is set for phasing it out.

● **CRIME:** Local councils will be helped with more street-lighting, caretakers and park keepers, and will be helped to provide stronger locks, doors and vandal-proof windows for tenants and home-owners.

A safer transport system will be developed to protect passengers and crews, with better staffing, better sited bus stops and well lit stations with alarm buttons.

Locally elected police authorities will be given statutory responsibility with the police in law enforcement. The police would remain responsible "for all operational matters".

● **LOCAL GOVERNMENT:** A new strategic authority for London would be set up to replace the GLC and annual local elections would be introduced.

The Scottish "poll tax" would be repealed and a "quality commission" would ensure high standards of local authority provision. A Scottish assembly is to be set up.

Greater powers and funds would be given to the Welsh development agency.

There would be no change in constitutional position of Northern Ireland without the consent of the majority community, but no group would be allowed to have a veto on policies designed to win consent.

COMMENTARY

Geoffrey Smith

In their very different ways both the Conservatives and Labour set out to reassure the electorate yesterday. The Conservatives did so by what they put into their manifesto. Labour did so by what they kept out.

Both of them were displaying an accurate appreciation of their contrasting electoral problems. The Conservatives have to show that after eight years in office there remain fresh tasks for them to accomplish.

It is hardly possible to speak to a senior Conservative these days without being told that they have not run out of steam or that they still have momentum. Perhaps it may sound a little defensive, but they know that nobody was ever elected to high office simply from gratitude.

So the Conservative manifesto offers page after page of momentum. The proposals on

Labour's problem an excess of steam

education and housing are particularly far-reaching.

The anxiety that Labour leaders have to assuage is quite different. It is not that the party may be too tired, but too irresponsible. An excess of steam is Labour's problem. So the manifesto is designed to offer tangible evidence that a Labour government would be under moderate control.

All the old talk of sweeping nationalization and compulsory planning agreements for industry has gone. A measure of social ownership, yes — but couched in deliberately modest terms. The Tory legislation on trade unions is to be replaced, but there are still to be secret ballots for calling strikes and for the election of union executives.

American nuclear bases in this country are still to go. But when? Not necessarily very soon, to judge from this document. It would depend upon the negotiations with Mr Gorbachev and then consultations with the Americans.

There is still quite a bit here to upset a moderate voter. Higher taxation would impinge on a number of people who had never previously thought of themselves as rich. Secret ballots are not a sufficient safeguard against excessive union power. And confidence within NATO would be undermined by the election of a government which even aspired to throw out American nuclear bases.

But the manifesto does read as if the loony left were unable to find their way to the

Both manifestos may cause alarm

drafting room. That suggests that Labour go into this campaign with a much shrewder sense of tactics than was displayed in 1983.

There are, however, inevitable but contrasting risks in both the Conservative and Labour approaches. In their eagerness to show that they would be up and doing in a third term, the Conservatives may alarm those who might suspect that change is not their ally.

A community charge, as we are supposed to call the local authority poll tax, will hardly appeal to those not paying rates at the moment, no matter how just it may be to bring them into the net. A good many more people may simply be bewildered and suspect that they will end up paying more.

Some parents may be nervous that their children will simply experience upheaval in their schools while the benefits accrue only to other children later on. Even the limited measure of rent decontrol now proposed may cause some anxieties.

For Labour there are two questions. Can a relatively safe manifesto be enough to make the party seem safe as a potential government? And, having avoided the worst dangers, is there sufficient positive appeal to overthrow a government that is riding high?

Only, I think, if the Conservatives have badly miscalculated their appeal. If the boldness of their approach is too much for the nerves of a cautious electorate then there could be some surprises ahead. I do not believe that the Conservatives have made such a gross misjudgement. But that is the question on which the election will now turn. Labour will not seize victory, but the Conservatives could throw it away.

Judge by record not promises, says Steel

Mr David Steel, the Liberal leader, yesterday attacked the Conservative manifesto as "the longest promissory note in history".

"The Tories ask us to judge their promises for the future by their performance in the past. But the achievements of the past eight years have been modest while the cost has been enormous. If Tory promises are brother to Tory performance then heaven help us all," he said.

Canvassing voters in Matlock, West Derbyshire, he urged them to look at the effect of previous Conservative manifestos.

Where, he asked, was the promise that there would be more than 2 million fewer jobs; more imports than exports; 1.5 million people homeless or on council waiting lists; 750,000 waiting for hospital beds; increased prescription and dental charges; one million victims of crime; and old people stripped of increased pensions.

He dismissed Labour's Britain Will Win programme, stating that it should be subtitled Labour Can't Win. "It is a case of the unselective pursuing the unattainable."

After campaigning in the marginals of West Derbyshire and Sheffield, Hillsborough, where the Alliance is lying a close second, Mr Steel took a quick helicopter tour of Lincolnshire, then joined Dr David Owen, the SDP leader, at a rally in Cambridge.

● Lawyers acting for Mr Steel decided yesterday to step up legal action against newspapers which published allegations against him. The lawyers said they will sue the News of the World and one of its journalists, Mr Keith Beaby. This follows the serving of writs on Monday on The Sun and The Star. Legal representatives of a woman named in the allegations have also issued writs against The Star.

Conservatives ready to tackle Sunday shopping laws again

By Robin Oakley, Political Editor

The Conservative Government, if re-elected, is prepared to tackle once again the highly-controversial reform of licensing and Sunday trading laws.

In a wide-ranging package for Home Office legislation, Mrs Thatcher and her team also have plans for further tightening of immigration laws, for changes in the parole system, for "beefing up" the Broadcasting Complaints Commission and for setting up a national organization to draw together the activities of neighbourhood watch groups.

The last attempt by the Conservative Government to remove the restrictions on Sunday trading failed when Tory MPs lost their nerve in the face of well co-ordinated opposition.

The Tory manifesto published yesterday says: "The present laws on Sunday trading and licensing contain innumerable anomalies. They are frequently flouted." It goes on, in the blue type that denotes a promise of action: "We will therefore look for an acceptable way forward to bring sense and consistency to the law on Sunday trading."

And we will liberalize the laws on liquor licensing hours so as to increase consumer choice, but we will also keep a sensible limit on late-night opening."

Ministers have no detailed plans on how they would make progress on Sunday trading. One senior Tory said: "There is no new master plan waiting in Whitehall. It is merely a matter of starting to roll the stone uphill again."

Reform of the licensing laws, too, would probably require the issue first of a White Paper. There have been no discussions yet with interested parties but the idea most favoured by Ministers is to allow opening of licensed premises from 11am to 11pm.

To counter the fears of temperance interests the legislation to permit this would be accompanied by a stepping up of education on drinking habits and moves for the tighter enforcement of the laws on under-age drinking.

It is, however, fully accepted within the Home Office that the extension of licensing laws in Scotland some years ago has lessened rather than increased the number of problem drinkers.

The Criminal Justice Bill, most of which was lost when the Prime Minister decided to go for an early election, will be reintroduced in full early in the next parliament if the Conservatives are re-elected. The Government also plans a major review of the parole system, which has not been examined for 20 years.

They are aware of concern among judges that the minimum qualifying sentence for parole, at six months, is too low and that the disparity between sentences awarded and time served is too great. This has to be balanced by concern about the size of the prison population. Britain has more people in jail per head of the population than any other European nation.

New immigration controls are considered necessary in areas where present laws are fraying at the edges. In particular, the Home Office wants to tackle the problem of wives in polygamous marriages.

More controversially, it is thinking of scrapping the special dispensation given by the 1971 Act to Commonwealth

immigrants who were in Britain before January 1973, which brings the complication that there constantly have to be two sets of immigration rules, one for that group and another for everyone else. Though the pre-1973 group would still be able to bring in wives and children they would be made subject to the maintenance and provision rules applied to later immigrants who wish to bring in their dependants.

In its efforts to tackle crime, the Government is hoping to create from the 30,000 neighbourhood watch schemes in Britain what would be in effect a co-ordinated national pressure group for crime prevention.

On broadcasting, Mr Douglas Hurd, the Home Secretary, plans either to strengthen the Broadcasting Complaints Commission, allowing individuals to make complaints about sex and violence on television, or to set up a new body in the same field.

The Home Office also has plans to extend the rights of Britons living abroad to vote in home elections.

Parties pledge aid to Scots industry

By Ronald Faux

The Scottish Conservatives opened their campaign yesterday with a manifesto commitment to upgrade the motorway standard the A74 road linking the north of England with central Scotland.

Mr Malcolm Rifkind, Secretary of State for Scotland, told a briefing of Scottish Tory candidates in Edinburgh that the new motorway would forge a direct link between Scotland and the markets of Europe and would attract new investment to Scotland.

Scotland would be a "major revolution" in education giving parents more power, and the party's housing policy which, he said, would release a vast amount of accommodation.

Mr Rifkind gave assurances about the future of Ravenscraig steel works, which he pointed out was one of the most profitable and efficient parts of the United Kingdom's UK's steel industry.

He said there was no reference in the manifesto to privatizing Ravenscraig, which had survived the dark days and had very good long-term prospects. The Conser-

vative Party, he said, were not paranoid privatizers.

The Labour Party in Scotland pledged that a Labour government would legislate for a democratically elected Scottish Assembly in the first session of Parliament.

It would have a wide range of powers and the Party said that many areas of economic and financial life would be dealt with in Scotland. The Assembly would be able to vary the revenue raised in Scotland according to Scottish needs.

Labour was pledged to reduce unemployment in Scotland by 100,000 as a first

instalment to beating mass unemployment. The manifesto said that more than 50,000 new jobs would be generated.

The Party gave a pledge to the Scottish steel industry. "Steel is the bedrock of our industrial base and without it Scotland's industrial future would be bleak indeed," it said. Ravenscraig would be developed as a fully integrated plant with its own finishing facilities.

The SDP/Liberal Alliance in its Scottish manifesto claimed that since 1979 Scotland had been badly and carelessly governed.

Labour shifts on defence strategy

By Michael Evans, Defence Correspondent

Another major softening of Labour's non-nuclear defence strategy has been written into the manifesto, presumably because of the growing feeling that an arms-control agreement on intermediate-range missiles could be signed with the Soviet Union this year.

Labour clearly feels that it would be unwise to push for the removal of cruise missiles and the closure of American nuclear bases until the negotiations on intermediate-range nuclear forces (INF) are completed.

Mr Neil Kinnock, the Labour leader, had already changed his position on the cruise missiles based at RAF Greenham Common when he stated in March that he would not insist on their removal while the INF talks were continuing.

But Labour's manifesto reveals another change in its stance: both the removal of cruise missiles and the closure of the American nuclear bases have now been made dependent on the INF negotiations.

The manifesto says that Labour strongly supports the talks between the United States and the Soviet Union and wants "to assist that process in every way possible".

But it goes on: "If, however, it should fail we shall, after consultation, inform the Americans that we wish them

to remove their cruise missiles and other nuclear weapons from Britain".

Mr Kinnock has said in the past that there would be no time limit on the removal of American nuclear weapons. But the manifesto makes it clear that Labour has decided to promote its non-nuclear policy under the umbrella of arms-control talks.

However, Moscow now knows for sure that even if the talks with the Americans break down, a Labour government in Britain would remove the 96 cruise missiles deployed at Greenham Common and would stop the delivery of a further 64 missiles at RAF Molesworth.

The Labour manifesto reveals no change on the issue of Britain's own nuclear deterrent. Polaris would be decommissioned and Trident cancelled, although no timetable is mentioned.

The money saved, about £5 billion, would be spent on conventional weapons. The Tories claim that this would only provide the equivalent of two more armoured brigades with about 300 tanks, or two more squadrons of Tornado aircraft.

Labour's present non-nuclear package, geared to the INF talks, has been reached after several years of notable "uneological" changes.

Agenda of events today

Mr Norman Tebbit, chairman of the Conservative Party, will address the Confederation of Indian Organizations this evening at the Kensington Hilton, Holland Park. In the morning, Conservative prospective candidates will be meeting at the Central Hall, Westminster.

Mr Neil Kinnock, Mr John Prescott and Mrs Barbara Castle will be holding a press conference at Birmingham Airport and Mr Stanley

Orme will be at Transport House to launch the Labour Party's energy policy. Mr Roy Hattersley will be among the speakers at a major rally at Huddersfield Polytechnic.

During a visit to the Midlands, Dr David Owen will be meeting miners at Edwinstowe, Nottinghamshire, while in the West Country, Mr David Steel will be visiting a china and glass works at Truro. Mr Geraint Howells will be taking part in a Welsh conference on agriculture at Cardiff.

North-south divide is deep-seated and growing, study says

By John Spicer, Employment Affairs Correspondent

Britain's north-south economic divide is substantial, probably widening and so deep-seated as to require medium or long-term action to put it right, according to experts at Newcastle University.

They have identified "honey pot" areas of the country, nearly all in the South, where there is a very high growth in employment and compare them with 23 "disaster areas" where unemployment is getting worse.

These are concentrated in the West Midlands, Clydeside and the North-east, but also include Liverpool and Manchester.

Professor John Goddard, director of the Centre for Urban and Regional Studies at Newcastle, will deliver details of the research to a meeting of the Institute of Economic Affairs in London today.

The paper, entitled *The North-South Divide: Local Perspectives*, also identifies the 15 most prosperous towns in the country and the 15 least prosperous.

Taking such factors as employment, house prices and

the number of families with two cars, Winchester comes top of the list followed by Horsham, Bracknell, Milton Keynes, Maidenhead, Basingstoke, High Wycombe, Aldershot and Farnborough. Bishop's Cleeve, Aylesbury, Hertford and Ware, Crawley, Haywards Heath, Woking and Weybridge, and Guildford.

The least prosperous town, according to the researchers is Corby followed by Middlesbrough, Peterlee, Port Talbot, Greenock, Birkenhead and Wallasey, Irvine, Liverpool, Bathgate, Sunderland, Hartlepool, Coatbridge and Airdrie, South Shields, Mexborough and Bracknell.

As far as the job generation "honey pots" are concerned, Professor Goddard says these are primarily Milton Keynes, Peterborough, Huntingdon, Thetford, Basingstoke and Bracknell.

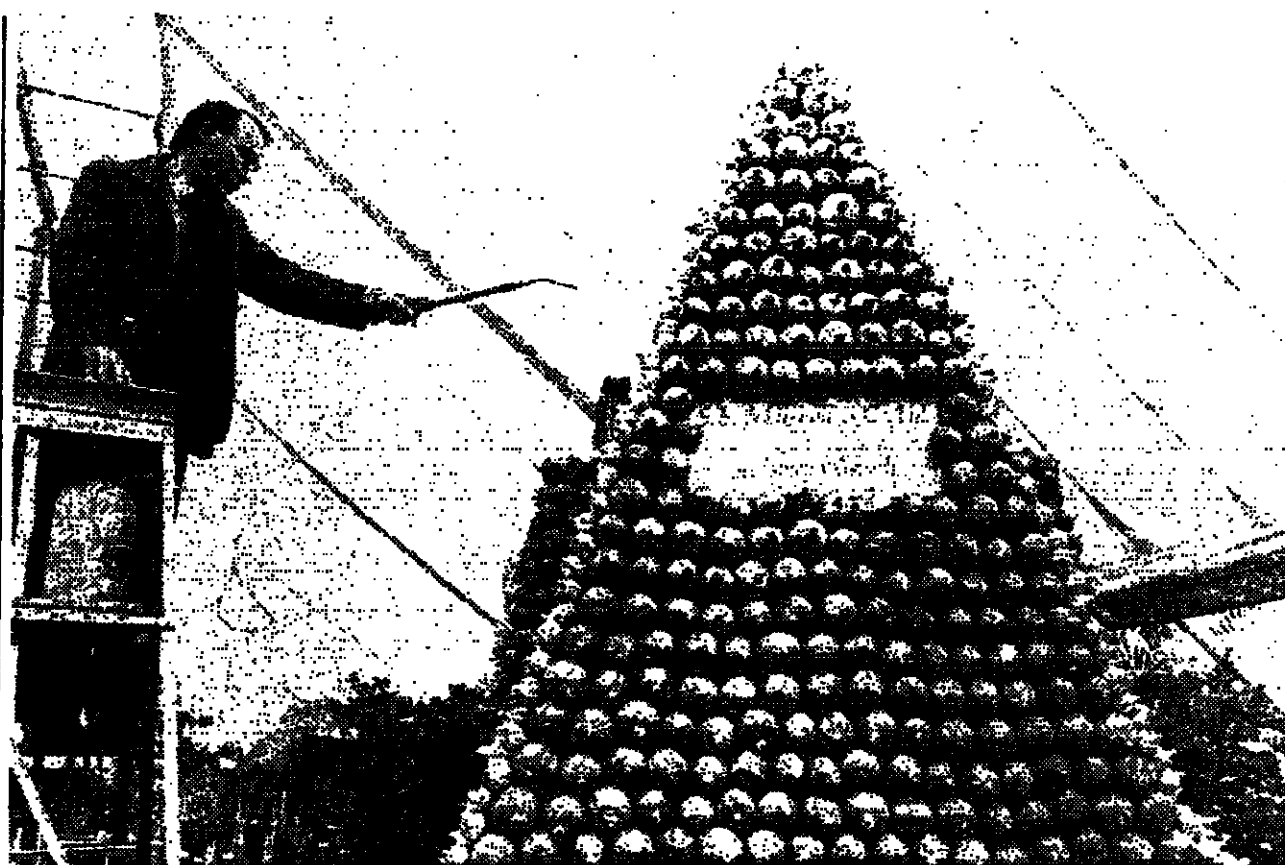
The reasons for employment increases in these towns are public sector investment, plus new and expanded towns which have attracted industry. Into this category some Midland towns have to be included: Redditch, Tamworth and Telford, plus Runcorn in the North-west.

Professor Goddard and his co-author, Mr Mike Coombes, argue that under-performing local areas can promote themselves up Britain's prosperity league table by identifying and building on their distinctive local advantages, culture and traditions. This offers more scope for early improvement in economic prospects than migration of workers.

The paper, which draws on research over a 10-year period, says that serious obstacles to labour mobility in the British economy limit the pace at which movement of workers could improve the position.

Professor Goddard and Mr Coombes say that the unemployed person needs information about employment opportunities remote from his home areas and must then overcome the difficulties in the job search stage.

Some northern towns do penetrate the south-dominated top quarter of the prosperity table and these include Aberdeen, Stratford-upon-Avon, Evesham, Kendal, Macclesfield, Harrogate, Redditch, Carmarthen, Matlock, Stafford, Leamington, Inverness, Penrith, Stirling and Northallerton.



A pyramid of onions being watered yesterday at the Chelsea Flower Show (Photograph: Mark Pepper). Winners, page 17

Compensation call on landlords' lease delays

By Frances Gibb
Legal Affairs
Correspondent

Landlords who unreasonably hold up the transfer of a lease from one tenant to the next should pay compensation to their tenant, the Law Commission says in a report published yesterday.

The proposal could cut what is a "considerable source of delay in conveyancing" it

says in its report, *Leasehold Conveyancing*.

Tenants have to obtain landlord's consent before transferring to a new tenant, usually a buyer, in the case of many leases of flats and commercial properties.

The landlord must not withhold that consent unreasonably.

If he does, or if he delays in giving consent, the selling

tenant has very little redress against his landlord.

He cannot sue; he can only go ahead without the consent (although the incoming tenant will not usually agree to this) or ask the court for a declaration that the landlord has been unreasonable, by which time the new tenant will have often withdrawn.

It puts forward a draft parliamentary Bill which

would put landlords under a statutory duty to consent to a change of tenant, or to a sub-letting, within a reasonable time. A breach of that duty would make them liable to pay the tenant damages.

The proposal also has the backing of the Law Society, which for years has pressed for reform, and the Government's Conveyancing Standing Committee.

A 'record' outcry on poster

By Robin Young

The number of complaints from the public about a poster for the newspaper *Today*, which showed Britain's party leaders with nooses round their necks, was the highest that any of the staff at the Advertising Standards Authority can recall.

A spokesman said yesterday: "It was certainly the highest number of complaints we have had for many years, and may in fact have been a record".

There were 213 complainants, including Mr Harry Cohen, the Labour MP for Leyton.

In a case report published today the authority upholds the complaints against News (UK) Ltd, the publishers of *Today*, and their advertising agency, Yellowhammer.

It says that the visual presentation of the poster headlined: "Would Britain be better off with a 'Today' Parliament?" was "wholly unsuitable for public display on poster sites".

Musical firm drops its case

Boosey and Hawkes, the musical instruments makers, yesterday confirmed that it was dropping an action in the High Court against a rival firm alleging breach of copyright.

The London firm had claimed that Brass Band Instruments, a company based in Portsmouth, was indirectly copying substantial parts of instruments including euphoniums, flugel horns and cornets.

£117,500 for crash widow

The widow of a farmer, Mrs Elizabeth Gascoyne, aged 37, was awarded £117,500 damages in the High Court yesterday for the death of her husband, Anthony, of Bapchild, Froggall and Stone Farms, Teynham, Kent, during a flying lesson when his microlight plane broke up in mid air.

Their two children, Emily, 12, and Thomas, nine, receive £7,000 each for the loss of their father in the accident at Headcorn, Kent, in which instructor Miss Lolita Strauss was also killed. The award was against the Civil Aviation Authority and the operator, Twin Flight Ltd.

Saunders' bail terms changed

Mr Ernest Saunders, the former Guinness chairman, yesterday appeared at Bow Street Magistrates' Court, central London, where he had the terms of his bail varied so that he can visit his sick wife in Switzerland.

The application was not opposed by Mr Victor Temple, for the Director of Public Prosecutions. Mr Saunders is accused of attempting to pervert the course of justice and of illegally destroying and falsifying documents in January this year.

Howe sees Catholic delegation

By Clifford Longley
Religious Affairs
Correspondent

Representatives of the Roman Catholic Church met Sir Geoffrey Howe, Foreign Secretary, yesterday to tell him of their concern over poverty and famine in Africa, as they continued a series of meetings with leading politicians from all parties.

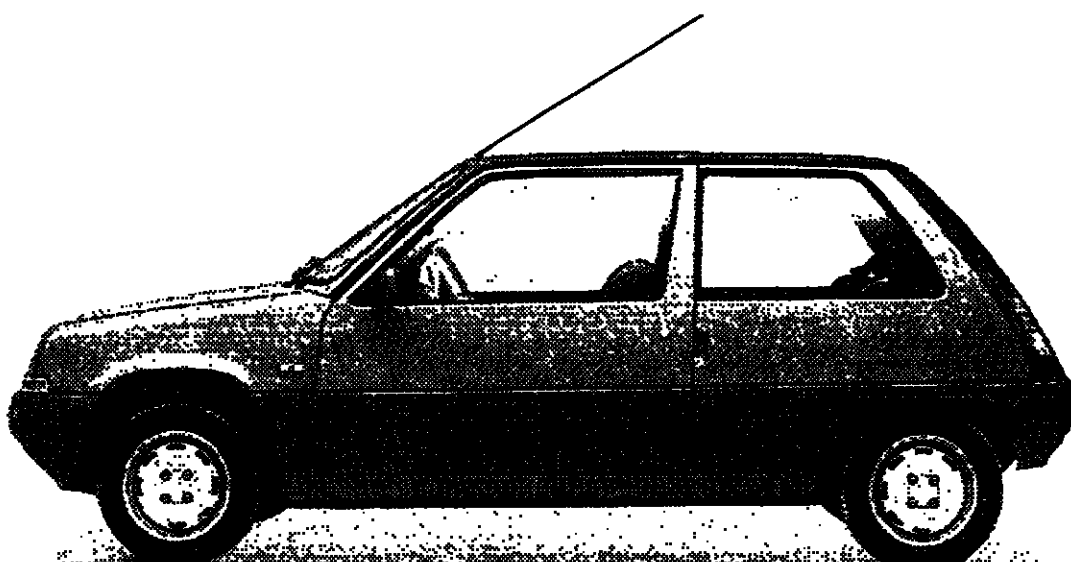
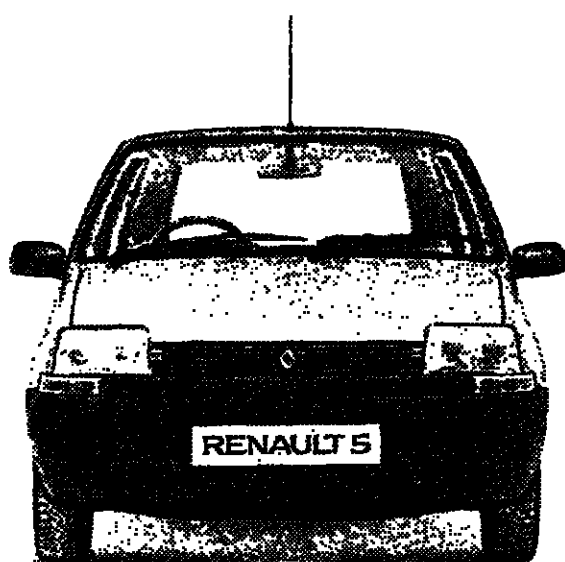
Mr Neil Kinnock, the Labour leader, met the church's representatives last week, and they are scheduled to see Mr David Steel on Monday.

The meetings are part of a campaign to raise awareness of the African issues at a time when they fear that the crisis in Ethiopia and the Sudan is being forgotten.

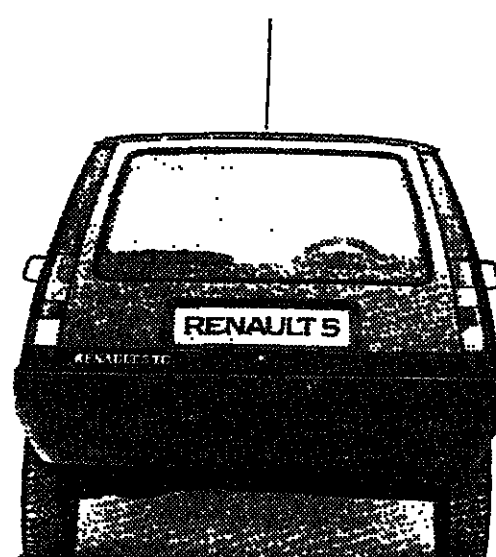
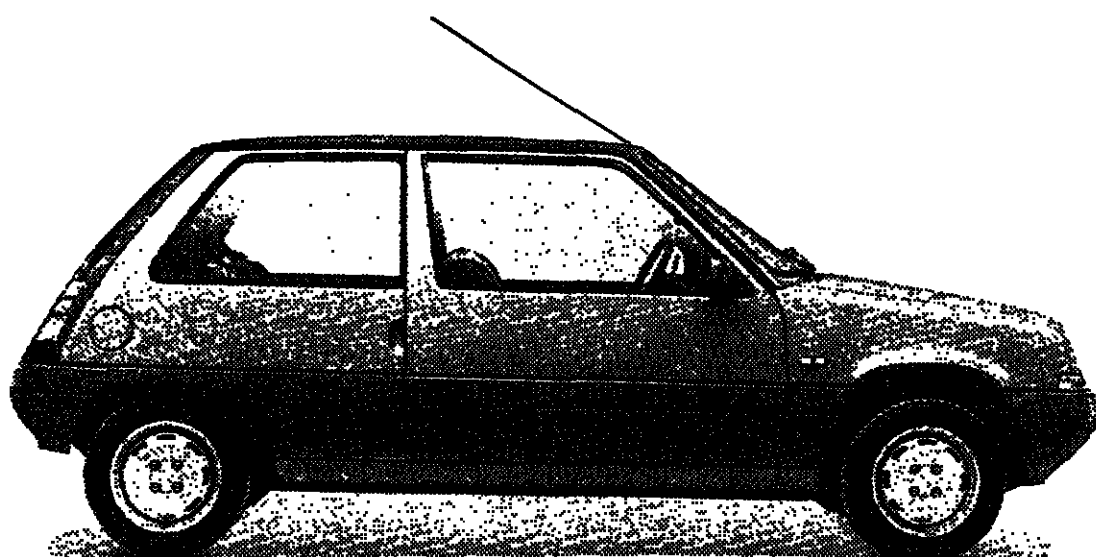
The delegation, led by the Right Rev James O'Brien, chairman of the bishops' department for international affairs, plans to raise the same issues with the European Commission.

Sir Geoffrey was told yesterday that a research project, backed by the bishops, had identified four main factors contributing to famine in Africa: the level of inter-government aid to African states, unfavourable patterns of trade, difficulties in meeting international debt repayments.

At its last meeting the Bishops' Conference of England and Wales decided to try to direct attention to African famine in the pre-election period.



£99 DOWN. A BARGAIN



WHICHEVER WAY YOU LOOK AT IT.

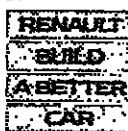
Look at it this way. Only £99 down and a new Renault 5 is all yours.

Then after that from just £33.64 a week⁽¹⁾ at a flat rate of only 3.95% p.a.

While we've shown only one example here, the scheme is as flexible as you want it to be, right across the range.

From the economical 956cc Renault 5 TC to the luxurious 1397cc 5 TSE. You could also choose a diesel or an automatic.

So, catch a bus to your local Renault Dealer. After all he's the expert. And then you can drive yourself home.



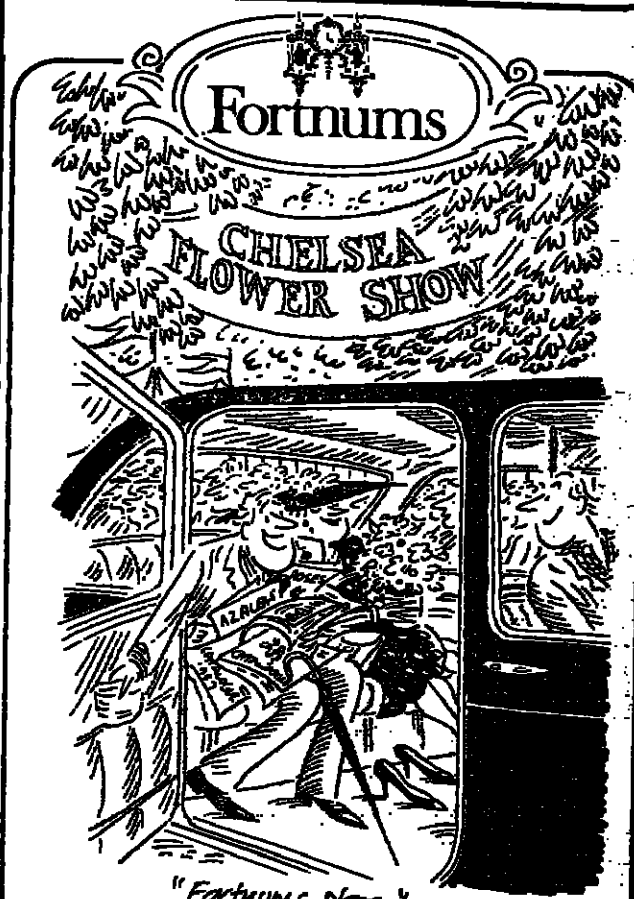
Flat Rate	Typical APR
3.95%	7.7%
Cash price**	£4,790.00
Minimum Deposit	£99.00
To be Financed	£4,691.00
Finance Charges	£556.00
36 Monthly Payments ⁽¹⁾ of	£145.75
⁽¹⁾ Weekly Equivalent	£33.64
Total Credit Price*	£5,355.00
CUSTOMER SAVING compared to the credit providers' normal 11% p.a. flat interest rate (APR 21.5%)	£992.03

*Including £9 option fee. **includes estimated on-the-road costs.

THE RENAULT 5 FROM £4,540[†]



This offer is subject to credit status and applies to all new Renault 5s ordered and registered between May 15th 1987 and June 30th 1987 (offer does not include Channel Isles). Written quotes are available on request from any Renault dealer (see Yellow Pages). Credit facilities provided by Renault Loan Ltd, North West House, City Road, Chester CH1 3AN. Price (correct at time of going to press) includes 15% VAT, Car Tax, front and rear seat belts and sound system. Number plates and delivery extra. Car shown Renault 5 TC 3 door. RENAULT recommend elf lubricants.



CELEBRATING ONE EVENT WITH ANOTHER

From the time of the Temple 'til the present, connoisseurs of beauty and skill have celebrated the Double Event of the Chelsea Flower Show and "Eating at Fortnums".

The social oasis of the St James Restaurant, but newly refurbished in exact detail to the original, beckons seductively to the weary of foot and the seeker of sustenance.

Reservations on (01) 734 8040 are to be recommended. Piano teas from 3.00pm.

For those of more cavalier approach, the Patio and Fountain Restaurants provide alternative menus and continuous service from 9.30am to 11.00pm in one venue or the other, but in this case, reservations are only possible in the Fountain Restaurant after 6.00pm.

When organising your visit to the Flower Show, be sure to include Fortnums in your itinerary.

Fortnum & Mason
Piccadilly London W1A 1ER Telephone 01-734 8040

هكذا في الأصل

However, the initial success of last year of a bold economic reform, the Cruzado plan, appeared to have whetted Senhor Sarney's taste for government, and he began to see his sights on a longer, six-year term. When the Cruzado plan collapsed late last year, and inflation soared back to the high three digits, politicians began clamouring for his early departure.

NEC

Trouble in the Pacific: Envoy to go • Allies at odds • Governor at helm • Bavadra freed

Canberra expels Libyans as division and unrest mount

From Tony Duboudin, Melbourne

Amid increasing unrest in the Pacific and against the background of the coup in Fiji, Australia yesterday ordered the closure of the Libyan People's Bureau in Canberra, accusing Libya of fomenting unrest in the region and subversion in Australia.

Mr Bob Hawke, the Prime Minister, said: "The activities of Libya can only lead to the greater likelihood of violence and subversion in the region."

Canberra sources late yesterday said security at Australian embassies around the world would be stepped up.

The expulsion comes only 10 days before the 13-member Pacific Forum is due to meet in Western Samoa. The forum is already beset with the

problem of how to handle Libyan involvement in Vanuatu, which has already caused the suspension of military co-operation between Australia and Vanuatu.

The severing of diplomatic ties comes in the wake of a visit to Libya by Mr Michael Mansell, an Aboriginal activist and barrister, to attend a conference of "Revolutionary Forces" sponsored by Colonel Gaddafi. Mr Mansell's air fare was paid for by Libya.

The trip sparked great controversy and last month led to Mr Mansell threatening to seek funding from Libya unless the Federal Government agreed to a number of Aboriginal demands, including the cancellation of Australia's bi-

centenary celebrations next year. Canberra responded by threatening to end funding to certain Aboriginal groups.

Yesterday's expulsion also shed some light on a May 1 mystery dawn rendezvous by Mr Bill Hayden, the Australian Foreign Minister, with Mr David Lange, the New Zealand Prime Minister, at a New Zealand Air Force base. Mr Hayden took a special RAAF aircraft across the Tasman and, at the time, speculation held that the men discussed the increasing involvement of Libya in the Pacific.

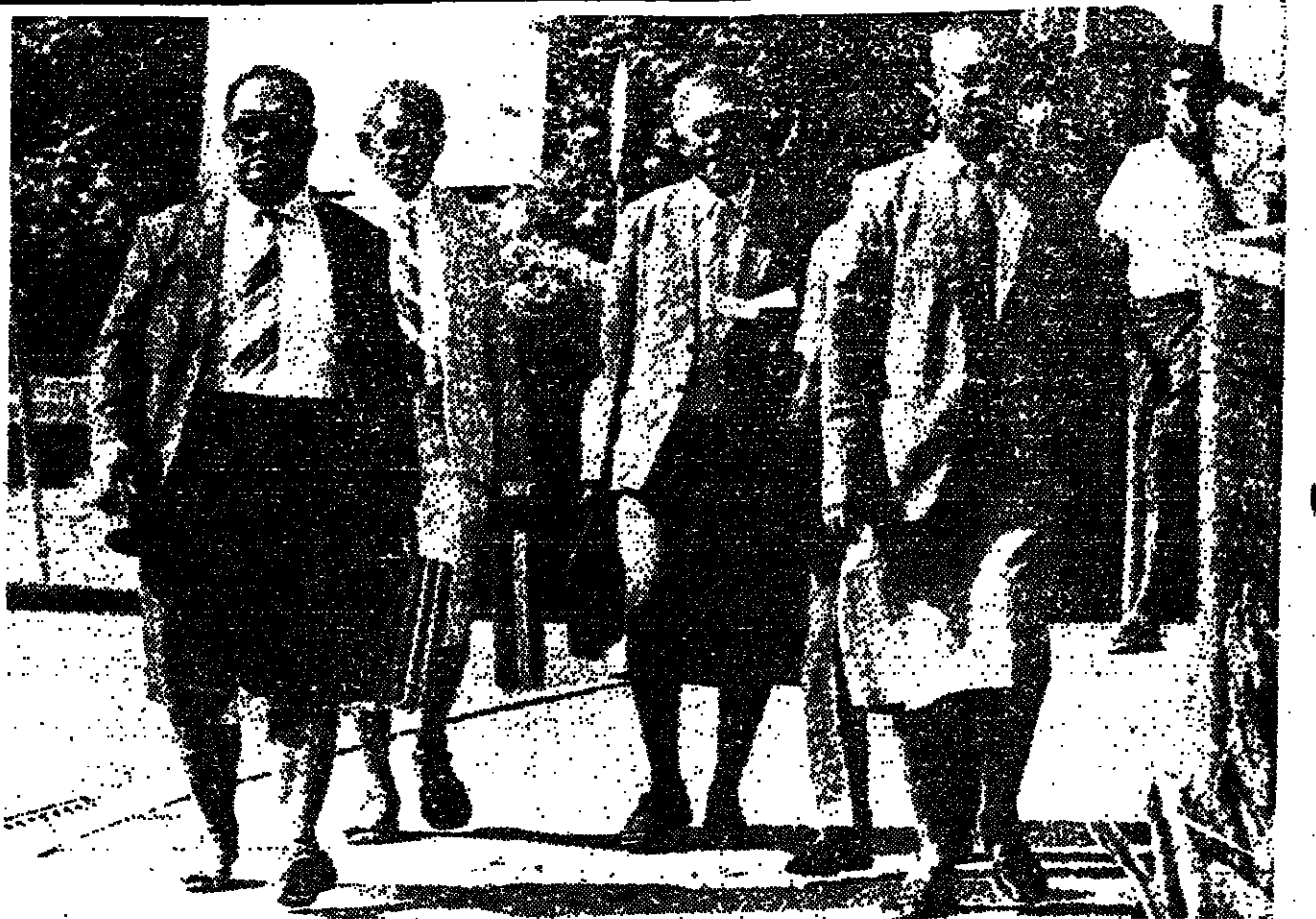
Speaking on television after the announcement of the expulsion, Mr Hawke specifically referred to Mr Mansell's trip and expressed consid-

erable concern over Libyan activities in the Pacific.

"I had reached a point with my colleagues where we had sufficient information to guarantee that these things (Libyan support or dissidence in the region) were happening and I'm not going to tolerate it any longer."

He said he took "very seriously" the visit to Libya by Mr Mansell. "It would not of itself be sufficient to precipitate this decision but it was part of a pattern of destabilization."

He said he would "not allow a situation where the existence of a bureau of Libya here is going to facilitate the sewing of dissension within Australia."



Lange refuses to endorse move against Tripoli

From Russell Hill, Wellington

New Zealand has pointedly refused to endorse the expulsion of Libyan diplomats from Australia, saying that the Tripoli envoys would retain their accreditation in Wellington.

The differences between the two Labour administrations

arose late yesterday afternoon after Mr Bob Hawke, the Australian Prime Minister, told Mr David Lange, his New Zealand counterpart, of the decision to order the immediate closure of the Libyan People's Bureau in Canberra and give Mr Shaban Gashut, its secretary, 10 days to leave. Mr Hawke said the decision

had been taken after careful consideration of Libya's "destabilizing role" in the South Pacific. Mr Lange, however, refused to go along with the move, saying Mr Gashut, who is cross-accredited to Wellington, would retain his diplomatic status here.

New Zealand has a sizeable Muslim population and is

clearly anxious not to disrupt its small but growing trade with Libya. Last year it sold \$NZ40 million (about £13.8 million) of goods, mostly dairy products, to the Libyans. More importantly, Iran, Libya's Islamic ally, is New Zealand's fifth largest export market and last year was worth \$445 million.

Four Fijian tribal chiefs from the outer islands walking through Suva yesterday on their way to a Council of Chiefs called by Colonel Rabuka's Army-backed rebel regime before the coup began to crumble. While the Council, an advisory but influential body, was meeting in the civic centre a mob of Fijians among a crowd of about 3,000 waiting outside turned on 10 journalists.

Harassment of the media had previously come from soldiers, but on this occasion the military came to the journalists' rescue, extracting them from a dangerous situation after they had been punched and shoved.

Day of drama as the coup in Fiji began to crumble

From Stephen Taylor, Suva

Chronology of events which led to the release of Dr Bavadra:

8.30am: Ratu Sir Penaia Ganilau, the Governor-General, tells Lieutenant-Colonel Rabuka, the coup leader, that he will not swear in the illegal regime's Council of Ministers.

Noon: Fiji Radio reports that Colonel Rabuka says he is prepared to die, and that he will not hold it against any soldier who wants to leave the Army.

2.00pm: A broadcast announces that Ratu Ganilau has refused to swear in the Council of Ministers.

5.30pm: Ratu Ganilau goes on the air to say he is assuming executive authority pending new elections.

5.30pm: The Council of Chiefs to which Ratu Ganilau has been explaining the situation, adjourns until today.

11.45pm: Dr Timoci Bavadra, the elected Prime Minister and his Cabinet and MPs are released from detention.

The collapse of the coup came after another day of dramatic turns in the crisis, which started when Ratu Sir Penaia Ganilau first refused to swear in a military-appointed Council of Ministers and then told Fijians in a broadcast that he was assuming executive authority.

"Your worst fears can be put at rest. A return to normality will be done in phases. The first phase has been successfully accomplished today," Ratu Ganilau said in a statement broadcast repeatedly through the afternoon.

These sentiments were echoed by Sir Timoci Tuivaga, the Chief Justice, who has been pressing legal advice on Ratu Ganilau, that "the difficulties that lie ahead bear no comparison to the calamity which has now been avoided".

Throughout the day Fijians stayed fixed to their radios for the broadcasts, which had become a weather vane for developments in the crisis.

Little was heard yesterday of Lieutenant-Colonel Rabuka. After spending some time in the Prime Minister's office, which he has been occupying, his whereabouts became unclear.

One broadcast early in the day indicated he had assumed the rank of brigadier. It reported him as telling soldiers that "the penalty for treason in Commonwealth countries was death, and if this was to be his destiny he would accept it".

It is unlikely, however, that Colonel Rabuka has thrown in the towel, and the signs are that he will remain a key figure in the events ahead. Ratu Ganilau's broadcast stated that he would "grant his prerogative of mercy to those implicated in the illegal seizure of power".

In other pointers to more normal times, the banks reopened and stayed open despite heavy withdrawals.

It was also announced that the two daily newspapers, the *Fiji Sun* and the *Fiji Times* would resume publication from midnight tonight. The understanding of the publishers is that they will not be censored but will be expected to exercise restraint.

There were a few incidents which did mirror tension.

In the west of Viti Levu, the main island, ethnic Indians were reported to have set fire to sugar-cane fields which were due for harvesting in about a week's time. Indian-owned businesses remained closed all over the island.

Yesterday's events started with the arrival at Government House by the Council of Ministers named by Colonel Rabuka for a swearing-in ceremony. As time passed without any broadcast, or the re-appearance of the "ministers", it became clear there had been a hitch.

Around noon came the first of the day's broadcasts — a report of an address by Colonel Rabuka to 700 territorial soldiers in their barracks.

According to the report:

Whisky bottle brings hijacking to swift end

Wellington — A hijacking at Nadi Airport in Fiji ended yesterday when a crew member of the Air New Zealand 747 jet hit the hijacker on the head with a bottle of whisky (Russell Hill writes).

Ahmed Ali, aged 37, had seized the aircraft, which was on its way from Tokyo to Auckland, demanding that he be flown to Libya and that the members of the Fiji Government deposed by last week's coup be freed from detention. The hijacker, carrying a

parcel of dynamite, had ordered the captain and two other crew members to remain on board while the jet was refuelled, though he allowed the 105 passengers to disembark.

Six hours after the drama began, the captain and first officer distracted the hijacker, giving the flight engineer, Graeme Walsh, the opportunity to hit him with a bottle. Ali, a long-serving member of the Nadi ground staff, was taken into custody.

Other motoring organisations cannot promise to reach breakdowns faster.
(But they know a man who can).



The RAC reaches over 80% of breakdowns within an hour. That's faster than any other motoring organisation.
To join phone 0272 217000 anytime.

RAC

No one reaches you faster.

هكذا من الأصل

IF COMPUTERS CAN'T TALK TO EACH OTHER, HOW CAN THEY WORK TOGETHER?

It's next to impossible to co-ordinate anything when the left computer doesn't know what the right computer's doing.

And if computers aren't making the entire operation run more efficiently then it defeats the purpose of having them in the first place.

Honeywell Bull can get virtually any computer talking to any other computer.

In fact we are now producing the most compatible computers you can buy, making us the leading computer company in networking.

But we're not all talk.

Governments worldwide choose our ISO (International Standards Organisation) systems, and in SNA (Systems Network Architecture) we're

responsible for the largest multi-vendor network in the world.

Honeywell Bull is jointly owned by Honeywell Inc., Groupe Bull and NEC.

If you'd like to know more about one of the most comprehensive systems in the world, ring our Information Desk on 01-568 9191 and talk to us.

It beats talking to yourself.



... DESIGNED WELL ... BUILT WELL ... HONEYWELL BULL ...

HONEYWELL BULL LIMITED, HONEYWELL HOUSE, GREAT WEST ROAD, BRENTFORD, MIDDLESEX TW8 9DL. TELEPHONE: 01-568 9191.

President Botha's 'road ahead'

South Africa rules out the dismantling of apartheid cornerstones

From Michael Hornsby, Cape Town

South Africa's two remaining cornerstones of apartheid, the Group Areas Act and the Race Registration Act, will remain in force indefinitely, the Government announced yesterday, while the statutory recognition of ethnic groups must form the basis of any future constitution.

This emerged both from President Botha's address re-opening Parliament after his ruling National Party's (NP) victory in the white general election, and from a gloss on his speech offered to journalists by the Deputy Minister of Information, Dr Stoffel van der Merwe.

Dr van der Merwe said there were no more reform measures which the Government could undertake on its own. Any further changes would have to be negotiated with black leaders, and it was up to them to come forward.

"I don't think there is any agenda for reform. The only agenda for reform is to get round the table. When we have our points of departure... but we don't expect anyone to accept these before they join us round the table," Dr van der Merwe said.

President Botha told a joint sitting of the white, mixed-race coloured and Indian chambers of Parliament that he intended to use his powers under the constitution to become personally "more directly involved in negotiations with black leaders".

The title of Mr Botha's address to Parliament was "The Road Ahead", but after

was leading seemed to most observers here to be still as much shrouded in winter mist and cloud as Table Mountain.

There was much vague and menacing language in the speech about "groups and individuals" who were trying to subvert the constitutional order, and warnings to the press and the universities. But rumours that he would announce new measures against the press proved unfounded.

Mr Botha also said that "no

Britain yesterday issued a strong protest over Pretoria's decision to expel the ITN and BBC correspondents from South Africa (Andrew McEwen writes). The South African Ambassador, Mr Rae Killen, was summoned to the Foreign Office by Sir Patrick Wright, head of the Diplomatic Service, and told that the decision was bound to have a seriously damaging impact on British opinion.

he had finished delivering it the direction in which the road self-respecting country" could tolerate political groups which did not "recognize and accept the lawful and constitutional institutions and processes in South Africa" and which used violence.

Nor could the Government allow the activities of such groups "to be encouraged and/or financed by sources outside the country or by their agents here". Mr Botha did not say which groups he had in mind, nor when any action to cut off their foreign funding might be expected.

Last year, the Government

prohibited the United Democratic Front (UDF), a multi-racial coalition of anti-apartheid groups, from receiving foreign funds. The UDF successfully challenged the validity of the Government's action in the Supreme Court. The outcome of the State's appeal against this judgement is still awaited.

"On group rights, President Botha said it was "not possible to talk about the protection of minority groups and the prevention of domination unless groups enjoy statutory recognition and the relationship among them is regulated constitutionally".

As explained by Dr van der Merwe, this means that the Group Areas Act, which enforces the segregation of residential neighbourhoods, schools and hospitals, and the Population Registration Act, which classifies people by race at birth, can only be modified, if at all, as part of a final constitutional deal negotiated with black leaders which provides protection for whites.

This would appear to pose an almost insuperable obstacle to serious negotiation since all credible black leaders insist that such laws must be abolished before negotiations can be considered.

Dr van der Merwe also said that the Government was not prepared to talk to "self-appointed leaders" who had not "proved their support through some sort of democratic process", thereby apparently ruling out anyone not elected by bodies approved by the Government.

Letters, page 15

Sight-seeing and elegance on Peking visit



Viscountess Linley, above left, getting Peking's Forbidden City in focus yesterday while Lady Sarah Armstrong-Jones brings some low-cut elegance to a state banquet in honour of her mother, Princess Margaret, who is on a nine-day

official visit to China. Princess Margaret told the Chinese Prime Minister, Mr Li Peng, that the excellence of Chinese-British relations owes a great deal to the 1985 agreement between the two countries on the handover of Hong

Kong to China (AP reports from Peking). Meanwhile, China has launched a competition to choose a new flag and emblem for Hong Kong, due to be handed over in 1997, the New China News Agency said.

Chirac counters critics of the far right

From Diana Geddes, Paris

M Jacques Chirac, the French Prime Minister, sought yesterday to bring to an end the damaging row within the Government's own ranks over how to confront the rising threat from the extreme-right National Front.

He told ministers that the traditional right should "ban all attitudes of exclusion or rejection" of the far right.

M Chirac was clearly implying that not even the National Front should be ruled out of court.

His statement constituted a clear disavowal of the widely-publicized comments of his Trade Minister, M Michel Noir, who yesterday reaffirmed his conviction that it would be better to risk losing the forthcoming presidential elections rather than to make any compromise with the National Front's "hateful" extremist positions on such matters as immigration and Aids.

M Noir sparked off a furious debate among Govern-

ment supporters when he first aired his views on the National Front in a front-page article in *Le Monde*.

Several young ministers from his own Gaullist RPR party and also the centre-right UDF sprang to support his remarks, but some of the older Gaullists criticized him for adopting a position which they feared would lose the right precious votes on the crucial second round of the presidential elections.

M Charles Pasqua, the Gaullist Interior Minister, commented that a minister's role was to look after his own ministry, implying that for the rest he should learn to keep his mouth shut, while M Claude Labbé, a leading RPR backbencher, pointed out that the RPR and the National Front had many ideas in common in areas like law and order and immigration.

As M Lionel Jospin, the First Secretary of the Socialist Party, delightedly pointed out,

the right clearly did not know what line to take on the National Front. "There are those who think that they cannot win without the National Front, and those who feel they will not be able to win with it," he remarked.

The ambiguity of the right's attitude had been increasingly clear ever since M Jean-Marie Le Pen, the National Front's flamboyant leader, had formally announced at the end of April his candidacy for the presidential elections.

The latest polls indicate that far from losing support, as was expected, since winning nearly 10 per cent of the vote in the general election 14 months ago, the National Front has actually consolidated its position in the country. M Le Pen is now credited with a personal popularity rating of 17 per cent, while 24 per cent sympathize with his views.

If, as now seems possible, M Le Pen scores 10 per cent on the first round of the presiden-

tial elections, that would leave some 40 per cent of the vote to be divided between the two other leading right-wing contenders, M Chirac and M Raymond Barre, while the main left-wing candidate may get 45 per cent.

M Chirac has admitted in private that the gap thus created between the left and right front-runners would be difficult to close when it came to the second round.

One of his first moves was to revive the French nationality reform Bill, which was withdrawn earlier this year after causing a storm of protest from immigrants' associations, civil rights groups and the Roman Catholic Church. Many right-wing moderates were also deeply unhappy about the Bill's provisions.

M Pasqua has also apparently been given the go-ahead to voice his own noted hard-right views.

Escape to West on a hang glider

Munich (Reuters) — A Czechoslovak Air Force fighter jets as he fled across the border to West Germany in a motorized hang glider he built himself, Bavarian border police said.

The man, aged 39, took off from Domazlice in Czechoslovakia and landed an hour later in a field 30 miles inside West Germany.

Police said the man, who sought political asylum, had kept his glider as low to the ground as possible to evade radar detection. The jets turned back at the border.

UN food aid

Rome (Reuters) — The UN Food and Agriculture Organization has approved nearly \$4 million food aid for refugees and drought victims in Africa and Asia and cyclone victims in Fiji.

25 drowned

Dhaka — At least 25 people drowned when a ferry carrying 45 pilgrims was swept off course by a tornado and hit a river bank in northern Bangladesh, the *Ittefaq* newspaper reported.

Tea strikers

Colombo (Reuters) — About 150,000 tea workers in central Sri Lanka went on strike to protest against the shooting of a colleague by police, union officials said.

Space ferry

Moscow (Reuters) — A Progress cargo spacecraft has been launched to ferry supplies to cosmonauts on the Soviet Union's Mir orbiting station.

Children die

Hong Kong (AFP) — A Chinese court has jailed three men for negligence after a toilet building collapsed and 28 children died in a cesspit.

Rapist hangs

Seoul (Reuters) — A man who raped and killed three primary school girls was among five killers hanged here.

Grass roots

Hobart (Reuters) — Researchers in Australia say they have developed a roadside breath tester for detecting the use of marijuana.

Soweto police cut power supplies

From Ray Kennedy, Johannesburg

Electricity supplies to scores of homes in Soweto have been cut off in tough action launched by the township's black council to break an 11-month-old rent boycott.

Residents of the Orlando East district said council police switched off the power at sub-stations and distributed leaflets saying why it was being done.

The leaflets also warned that people who re-connected their power supplies without paying their bills would be prosecuted.

Mrs Winnie Mandela, the wife of the imprisoned ANC leader Mr Nelson Mandela, is one of Soweto's prominent blacks who have been warned by the council that she will be evicted unless she pays her

rent and electricity bills.

She claims she has not paid rent for 10 years but her electricity supply, disconnected two weeks ago, has been switched on again by what she called "professional electricians".

The *Star* newspaper in Johannesburg urged the authorities not to take hasty action.

British Airways and 12 European Airlines introduce AirPlus.



Airlines are well-placed to know all about business travel. That's why we decided to create the AirPlus Card, exclusively for business travel and expenses.

AirPlus helps you and your company manage your business trips efficiently, before, during and after you travel.

Using AirPlus you can pay for travel, hotels, car hire, business entertainment worldwide, and of course, arrange this through your travel agent. It allows your company to manage its travel expenses better, by giving itemised billing, tailored to each individual company's

needs, not just a standardised formula. With AirPlus, the need for cash advances is reduced and cash flow is improved.

With the strength of Europe's top airlines behind it, AirPlus will be invaluable in making business trips easier and more hassle-free. Companies will find it the most useful card around because it is limited to expenditure in the business environment.

Ring the British Airways AirPlus Section (01-562 0078) or contact your travel agent today, and find out how much the AirPlus Card can help you and your company.



The business card above all others.

TRAVEL EXPENSES • HOTELS • RESTAURANTS • CAR HIRE

سكرا من الامم

THIS WON'T HURT A BIT.

Mentadent P is the only toothpaste clinically proven to fight plaque, tartar and tooth-decay.

The kind of big bold statement one is perhaps used to reading in advertisements.

Typically, of course, the research cited is left as a grey area, and not a clue is given as to how the proof was arrived at.

But this time, no smokescreen. The grey area you can read for yourself. (And that has to be a healthy development.)

OBJECTIVES

In 1983, a team of top dental investigators began their mission. They knew Mentadent P's combination of Citraden and Fluoride was unique, but could it fight tartar, plaque and tooth-decay?

Other toothpastes have tackled these adversaries singularly. Some even claimed success against two at once.

Only Mentadent P had been designed to fight all three.

But could the team prove it?

METHODS

They chose Lanarkshire. Three thousand children were gleaned from the banks of the Clyde to take part in tests that were to last three whole years.

Under the close scrutiny of an independent authority and according to the recommendations of the Federation Dentaire Internationale the trials began.

After a preliminary dental examination the 3000 participants were apportioned to six groups. Three using ordinary toothpastes (each with different concentrations of Fluoride), and the other three the same compounds but with 0.5% Zinc Citrate (Citraden) added.

They used the compounds not in the laboratory, but every day in their own homes.

One could not wish for a more comprehensive trial. And sure enough, three years later the proof was conclusive.

RESULTS

1. Plaque. The children's teeth had approximately 30% less plaque growing back after brushing with the Citraden toothpaste than with the ordinary formulations. A good result. Plaque is the main cause of gum disease.

2. Tooth decay. Fluoride has already proved in previous tests to strengthen enamel against decay, and even to rebuild the early stages of tooth decay by a process of re-mineralization.

But as Mentadent P contains Fluoride as well as Citraden, it's worth just reporting that our results have proved it again.

3. Tartar. It was found that tartar (the calcification of plaque) was significantly reduced on the teeth of the Citraden groups compared to the non-Citraden groups.

What does this mean? Simply that Mentadent P with Citraden slows down the regrowth of plaque, inhibits tartar, and allows the Fluoride to continue fighting tooth-decay.

SOME SURPRISES

But there were some other interesting things were discovered. It was found that the more frequently you brush your teeth, the lower the prevalence of tartar.

This is hardly astonishing in itself, we know.

But it was noticed that the degree of improvement was not as great as that between using a Citraden and a non-Citraden toothpaste.

And what this boils down to is that one brushing with Mentadent P is more effective against tartar than two brushings with the non-Citraden toothpaste.

One final thing has emerged.

Plaque forms in two main areas: in between the teeth, and most importantly at the gum margins. Both hard to get at.

But because of the way Citraden grabs onto plaque in order to break it apart, the active ingredients in Mentadent P get to these problem zones, and stay there long after you've finished brushing.

Indeed, the existing plaque acts as a reservoir holding onto over a third of the Citraden so that it can work together with your saliva, thus adding to your body's own defence system.

QUICK CHANGE

At the end of the trials we tried one more little test, the results of which made us very pleased.

After three years continuous use of the non-Citraden toothpaste, just two days use of Mentadent P with Citraden reduced plaque at the gum margins significantly. And that can only mean this.

Whatever toothpaste you have been using, it's never too late to start brushing with Mentadent P to get the full benefit of healthy teeth and gums.

CONCLUSION

Mentadent P with both Citraden and Fluoride is the only toothpaste clinically proven to fight all three: plaque, tartar and tooth-decay.



There's more to be said for it than any other toothpaste.

AirPlus

over in
living
imself.
by his
words,
direct
s were
uld in
inish
as the
his

have a
truth
d want
erous
qual-
tr. No,
seen,
s eyes

ed ...
sake
varty

tep, as
a man
female
essing
as of

act in
simply
what
favour
rich is
upon
ity to
ields is

erring
t is to
s wife
som an
es not
would
up styl-
who in
ings to
worry
s, what
quality
beauty
use of

an can
ve the
heads
air lips.
of the
ad be-
ng him.
rison
1987

G

L

1

4

Y

S

ERS

ING

NS

ED

TMC7

Free

Free

Free

Free

Free

Free

Free

Free

Free

Free

Free

Free

Free

Free

Free

Inside a monster's mind

Klaus Barbie's reaffirmation of his faith in Nazism shocked the court. Tom Bower on how loyalty to the Fuhrer came to supersede all other emotions

Somewhere in Bolivia, among the packed personal belongings of Klaus Barbie, are two long-play records which the former Gestapo captain had purchased years earlier by mail order from Vienna. Quite often, after a day's work in La Paz, gripped by nostalgia or loneliness, the fugitive would sit down to reassure himself about his loyalties and life's mission. Turning on the hi-fi and gazing at a faded photograph on the wall, Barbie would listen to his Fuhrer, Adolf Hitler, delivering a series of explosive tirades. Like a shot of heroin, he was transformed. The reason was simple: Barbie like most SS officers, had never forsaken his oath of loyalty.

In 1979, Barbie confessed to Karl Wolf, a former SS General who was visiting Bolivia: "I swore an oath of allegiance to the Fuhrer in September 1935 and I have remained truly faithful." Wolf, who was Heinrich Himmler's closest aide, was surprised. At that time the most senior SS officer still alive, he prided himself that former members of the SS still served ideals of National Socialism despite the collapse of the Third Reich. In his life and his death, Adolf Hitler had given his black shirted vanguard both eternal justification and excuse for their criminality. "Nazi ideology was so successful," Wolf explained shortly before his death in 1983, "because it carried so much conviction."

Yet for Wolf, Barbie was an irrelevant minion — one of the tens of thousands who were ideologically brainwashed on an uncompromising diet of Aryan elitism and trained to unquestioningly impose their doctrines with calculated harshness. "Eine kleine Wuerstchen" — a small sausage — was Wolfe's description of Barbie.

Wolf would not have been surprised by the gasps of astonishment which greeted Barbie's brief courtroom reaffirmation in Lyons about his faith in Nazism. For all old Nazis, the French reaction proved that an unbridgeable chasm of understanding still persists between the servants and the victims of the Third Reich. But how and why those thousands of Barbies became monsters capable of masterminding wholesale murder throughout occupied Europe has never been properly explained.

What has so surprised the few psychologists who have tried to penetrate Nazi minds since the war is absence of any sense of grief or of a troubled mind. Israeli psychologists were shocked to discover that even Adolf Eichmann, who had planned the murder of six million Jews, had during the 20 years after the war, lived without any apparent psychic impairment. "My attitude," Eichmann told his Israeli interro-



'I swore an oath of allegiance to the Fuhrer in September 1935 and I have remained truly faithful'

The Fuhrer's men: (clockwise, from top left) Gustav Wagner, concentration camp commandant, Adolf Eichmann, Klaus Barbie and SS General Karl Wolf

gator Captain Avner Less. "was that I should loyally obey my oath."

Ever since Germany's defeat, war crimes prosecutors have denied the Nazi excuse: "Fuhrer Befehl" — the Fuhrer's order. Yet in many SS officers' minds every act was performed in Fuhrer's name and therefore, even today, is not a crime.

During the war Eichmann had exercised enormous power. In Argentina he had been a mere production line worker. To resolve the puzzle, some suggested that only the lower classes were attracted to serve as Nazi mass murderers. Yet analysis of the SS ranks shows that university graduates as well as delinquents had pledged their loyalty — proof that there was a wide range of intellects between the sadists in the concentration camps and the torturers in the cities. What unified them was their unbelievable indifference to (and even enjoyment in) human suffering.

he first attempt, albeit controversial, to establish the existence of a sense of guilt was made by Gustav Gilbert, an American psychologist allowed to analyse the 21 defendants at the Nuremberg trial. Through his daily contact, Gilbert discovered that with few exceptions all of Hitler's lieutenants scornfully disclaimed any responsibility for any crimes and genuinely felt any blame was another's to bear. Ernst Kaltenbrunner, Himmler's deputy, was typical when, on hearing the indictment, he replied, "I have only done my duty". Forty years later, Barbie echoed the statement.

One of the few medical studies was undertaken by Dr Alexander Mitscherlich, a Freudian psychoanalyst who lived in Frankfurt. His research, *Inability to Mourn*, published in 1967, was, on his own admission, limited by the astonishing paucity in the number of former

Nazis who even reported mental breakdowns requiring clinical treatment. Only a handful of the 4,000 patients at West Germany's leading psychosomatic clinic in Heidelberg had symptoms which were connected to the Nazi period.

After a series of personal encounters with the few former SS officers who did require help, Mitscherlich arrived at some remarkable conclusions. The Germans, he discovered were not mourning for their victims, but for themselves. The loss of Hitler was their personal tragedy which had to be overcome. The majority suffered no "signs of an inner crisis", but only expressed the need to "de-realize" the past.

Today it is difficult to appreciate that Himmler did not recruit tens of thousands of SS and Gestapo officers by simply tapping a vast reserve of established criminals, pervers and hoodlums. On the contrary, the cadres of sadists epitomized by Barbie, Adolf Eichmann and Josef Mengele were created with Teutonic precision only after methodical screening and training. Entry into the elite was carefully controlled by those who had spent more than a decade dispatching their private armies to fight against their political enemies.

The vocabulary of repression in Himmler's speeches stressed the "legal and natural justification" required for the SS officer's "hardness" in his crusade against the weak. Those entering the citadel all possessed the required personality and character defects but could only emerge when they had been perfectly moulded to blindly serve the oath of loyalty to Hitler.

Gustav Wagner, the Austrian-born deputy commandant of the Sobibor extermination camp in Poland, where 250,000 people were gassed within 15 months, was typical in his inability to mourn when I interviewed him in Brazil in 1979. The most he conceded while in hospital was that "there was nothing I could do." His justification was simple: "We were under oath involved in top-secret Reich work."

Every day Wagner watched as train loads of people arrived to be murdered and cremated before the next load arrived. There are gruesome eyewitness accounts about Wagner by the few survivors who escaped from the camp. Esther Raab describes how Wagner prowled around the camp: "We knew he needed blood. He couldn't eat his lunch if he didn't kill."

Wagner's very gradual route to Sobibor is crucial to the understanding about the present mind of the Nazi monsters. Supported by his father, Wagner joined the then illegal Nazi Party in Austria in 1931 and the Brown Shirts in 1934. It was only six years later, after careful observation, that he was offered his first opportunity for participating in genocide. Schloss Hartheim, a pretty castle near Linz, was one of six pseudo-hospitals which were schools for murderers. The mentally sick were secretly gassed and their relatives later informed by the

had to kill somebody. Like an alcoholic needs a drink, he needed blood." Daily, Wagner murdered with his own hands a few inmates for his personal satisfaction: "He couldn't eat his lunch if he didn't kill."

Wagner's very gradual route to Sobibor is crucial to the understanding about the present mind of the Nazi monsters. Supported by his father, Wagner joined the then illegal Nazi Party in Austria in 1931 and the Brown Shirts in 1934. It was only six years later, after careful observation, that he was offered his first opportunity for participating in genocide. Schloss Hartheim, a pretty castle near Linz, was one of six pseudo-hospitals which were schools for murderers. The mentally sick were secretly gassed and their relatives later informed by the

'Like an alcoholic needs a drink he needed blood. He couldn't eat his lunch if he didn't kill'

Tuning up the old network

Michael Green, the new broom at Radio Four, may be losing the old stagers but he is sweeping in fresh voices to boost ratings

The boyish and breezy Brian Johnston, now revealed to be a startling 75, records his 733rd and last *Down Your Way* today and is doing it down his own way at Lord's — although he will be back there in the cricket commentary box the day afterwards.

Sir Robin Day, planning to have a long media break after the elections, has no plans to return as presenter of *The World At One*. When *Start The Week* returns after June 11, it will no longer have Richard Baker gently reproving its unruly guests as he has done for 17 years. And John Timpson has announced that he has had enough of the travelling from his Norfolk hideaway to chair *Any Questions?* any more after July.

One by one the old familiar voices are dying away. Radio Four's old order changed: could it also reflect the fact that its old audience slippeth and there is a hatchet, or at least a pruning knife, at work in the hands of the new Controller, Michael Green?

Green, a new broom from the BBC's Manchester office, who arrived last July in the shake-up that made Brian Wenham overlord of radio, says that it is fortuitous that so many distinguished broadcasters are unclipping their microphones altogether. "Of course they'll be missed," he says without sounding unduly lugubrious. His policy of "refreshing the network" means bringing in a generation of younger voices and personalities — "probably people in their forties," he adds reassuringly.

Radio Four fortifies the over forties, it is said and Green does not aim to change its basic appeal, only to extend the audience's age group downwards, if he can, to include more listeners of 25-35.

He is still coy about the intended replacements for Day and others, but a look at his recent changes demonstrates the increasing interchangeability of television and radio. He turned Nick Ross across from *Breakfast Time* to personalize the Tuesday morning phone-in (now renamed *Call Nick Ross*). He wooed John Humphrys from the *Nine O'Clock News* to *Today*.

Radio Four's news-oriented programmes are largely staffed nowadays by people equally at home on television — Brian Widdlake, Peter Hobday and Jenni Murray are examples. Michael Charlton has come across to radio. Ned Sherrin puts the edge on the young reporters of *Loose Change*, which has just won two awards.

Humphrys says: "I am profoundly irritated by people who say to me, 'fancy going from TV to radio — as if radio were still the poor relation of TV. On *Today* you are doing live journalism at its liveliest to a large, well-informed audience which has no equivalent in TV. Maybe the barrier between the two mediums is breaking down as it should."

It is an ill-kept secret that Sue Lawley was wanted as the next *Any Questions?* presenter — her TV contract did not allow her enough time — but there are plans in view to

bring in more guest presenters. *Start The Week* is coming back initially with a different presenter every week, beginning with Noel Edmonds, another TV name which Radio Four has an eye on.

The *Down Your Way* format, which dates back to 1946, is not sacrosanct either: there may in future be more than one presenter and as of the ritual endurance every interviewee's choice of the same few hoary recs.

Radio Four's audience has long had a tendency to decline as more unions continually open. It still pulls in 8 million listeners a week, four million of whom on any one day. Time honoured structure: *Morning Story*, *Woman's Hour*, *The Afternoon Play*, *A Book At Bedtime* with almost incessant *Archers* does not leave much elbowroom for change, especially the peak hours of listening.

"I've been flung the stones, seeing what was underneath and trying most of them back," says Green. "It is a network that resists massive change. So Alastair Cooke will soon deliver his 2,000th *Letter From America* and as many me of them as he cares to hummer."

Desert Island Discs has survived the change from Roy Plomley's cream-sherry



Old guard Brian Johnston, still not at 75 years old

voice to the more brashie Parkinson approach. But even the *Archers* has been evolving. The average age of the characters has risen and the audience figure (4 million) has risen by a modest 300,000. "Many many people in their late twenties listen to the *Archers*," Greensays.

Hence his plan next winter for a new twice-weekly serial — still un-named and uncast — which will follow the fortunes of five young people from different parts of the country sharing a house in south London, with plenty of visits home to keep their parents in the picture.

"The trick is to find a way of appealing to people in the 25-35 age group without alienating the older audience for whom Radio Four is an essential companion," says Green. "They are a very committed audience. When I took over as Controller, one of the listeners wrote to remind me: 'You are simply the temporary custodian of our network.'"

Peter Lewis

©Times Newspapers Ltd 1987

CLASSIC GUERNSEY ZIPPED CARDIGAN

This attractive Guernsey zipped cardigan is warm enough to double as a jacket when the weather requires. Made from 100% pure new wool it features a crew neck, patch pockets and two distinctive side slits. The cardigan is styled in classic Guernsey fashion with ribbing on the neck, cuffs and pockets.

Suitable for men and women, the cardigans are smart and comfortable. Wear them with a variety of separates — warm woollen skirts and shirts or casual jeans and flannels. Choose from two stunning colours — bright red or traditional Guernsey navy blue in sizes 36-42".

A welcome addition to any wardrobe — the strength and quality of the wool will ensure the cardigan provides many years of wear.

PRICE £44.95

All prices are inclusive of post and packing. Please allow up to 21 days for delivery. If you are not satisfied The Times will refund your money without question. In addition to our guarantee you have the benefit of your full statutory rights which are not affected.

The Times Guernsey Zipped Cardigan Offer, Bourne Road, Bexley, Kent DA5 1BL. Tel: Crayford 53316 for enquiries only.

THE TIMES

DIAL YOUR ORDER
RAPID ORDERING SERVICE
BY TELEPHONE ON
0322-58011
24 hours a day - 7 days a week



Please send me... Cardigan(s) as indicated below @ £44.95 each.

COLOUR 36" 38" 40" 42"
RED
NAVY BLUE

I enclose Cheque/PO for £... made payable to Times Guernsey Cardigan Offer.

Or debit my Access/Visa No

Signature

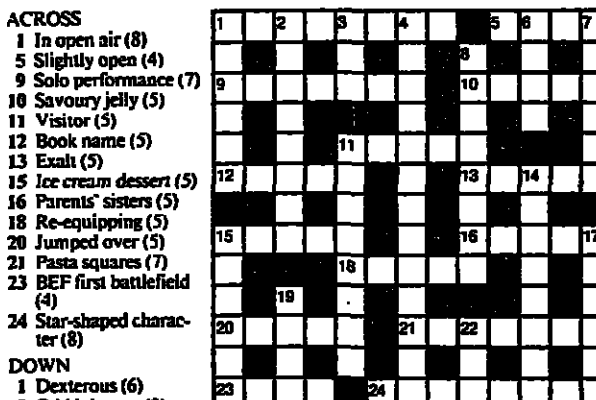
Send to: Times Guernsey Zipped Cardigan Offer, Bourne Road, Bexley, Kent DA5 1BL.

MR/MRS/MISS

ADDRESS

Crayford 53316 for enquiries only. Reg No. 804646

CONCISE CROSSWORD NO 1262



ACROSS
1 In open air (8)
2 Slightly open (4)
3 Sole performance (7)
4 Savoury jelly (5)
5 Visitor (5)
6 Book name (5)
7 Exalt (5)
8 Ice cream dessert (5)
9 Parents' sin (5)
10 Re-equipping (5)
11 Jumped over (5)
12 Pasta squares (7)
13 BEF first battlefield (4)
14 Star-shaped character (8)
15 Denmark/Sweden (8)
16 Uproarious state (6)
17 Shill cry (6)
18 Create (8)
19 Acute discomfort (4)
20 Clay oven cooking (8)
21 Compete (3)

DOWN
1 Dexterous (6)
2 Odd job man (8)
3 Take meal (3)
4 Herald's College (7,2,4)
5 Jest (4)
6 Remember (6)
7 Treble (5)
8 Almost (8)
9 Nod (9)
10 Muddled (10)
11 Idea (12)
12 Markedly (14)
13 Massachusetts (17)
14 Durable (19)
15 Alms (21)
16 Piler (23)
17 Irits (24)
18 Cn (25)
19 Dearth (26)
20 Gender (27)
21 Round (3)
22 Billiards (4)
23 Endemic (5)
24 Adder (6)
25 Mob (7)
26 Silt (13)
27 Elevation (15)
28 Abusive (16)
29 Upwing (18)
30 Lunch (20)
31 Maize (22)
32 Fir (24)

The cold war against pain



Back strain, a touch of stiffness, a pulled muscle or the effect of lumbago or sciatica can all be unpleasantly painful.

PR Spray is the really quick and effective way to relieve that pain. Unlike most other pain relief sprays, PR Spray is cold. It is the spray used by professional trainers attending injuries.

PR Spray, which is odourless, rapidly lowers the temperature of the skin over the painful area, and so freezes pain out — quickly and effectively.

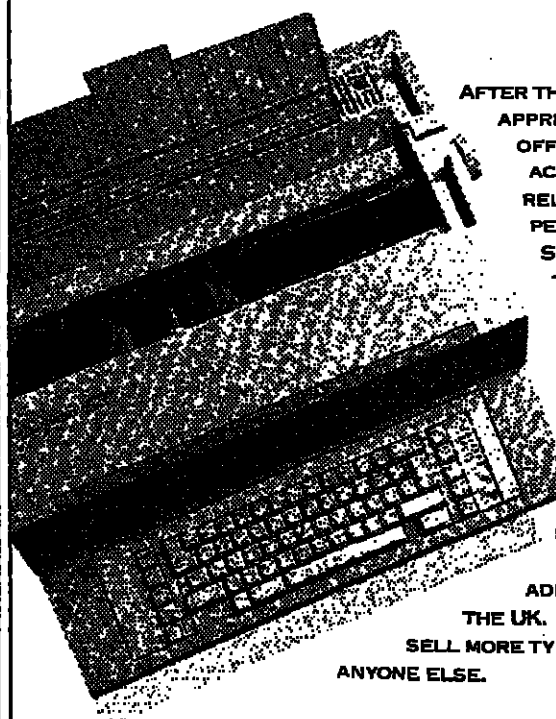
THE PROFESSIONAL WAY TO STOP PAIN. CROOKS

TOMORROW

Brought to book: Lillian Hellman, and those bogus wartime experiences

THE STRONG, SILENT TYPE SILVER REED EZ45

THE HEAVY DUTY LOW-COST ANSWER TO YOUR OFFICE WORKLOAD



AFTER THE "BIG BANG" YOU'LL APPRECIATE A LITTLE QUIET IN YOUR OFFICE. SOMETHING EFFICIENT, ACCURATE, THOROUGHLY RELIABLE — ABOVE ALL, PEACEFULLY COST-EFFECTIVE. SILVER REED'S EZ45 OFFICE TYPEWRITER IS JUST THAT. IT IS A HEAVY DUTY OFFICE TYPEWRITER PACKED WITH FEATURES AND UTILISING A NEW LONG LIFE RIBBON GIVING 250K CHARACTERS OF TYPE. ECONOMICALLY PRICED AND QUIET IN OPERATION IT WON'T DISTURB YOU OR YOUR BUDGET, AND IT HAS THE ADDED BONUS OF BEING MADE IN THE UK. NO WONDER SILVER REED SELL MORE TYPEWRITERS IN THE UK THAN ANYONE ELSE.

SILVER REED

SILVER REED INTERNATIONAL (EUROPE) LTD.
SILVER REED HOUSE, 19-23 EXCHANGE ROAD, WATFORD, MIDDLESEX, WAT 7 2TA.
TEL: WATFORD (0923) 35616. TEL: 0232029 (SHEFF) 61. FACSIMILE (0623) 2682.

WEDNESDAY PAGE



Home-loving city sophisticates: from left, Cecilia Thompson, 15, Emily Irvin, 16, Josephine Berry, 15, and Alice Roff, 12, all London day school girls

City school slickers

Emily Irvin is almost 16 and beautiful. Even with laddered thighs (held together by safety pins) and men's black shoes (the dernier cri in schoolgirl circles), she looks ravishing.

Emily has a younger brother away at boarding school but she goes to Putney High, an independent day school, 15 minutes' walk away. With hindsight, her mother fervently wishes she had packed Emily off to boarding school too. "But I couldn't let my adorable daughter go at 11."

"At 13, however, having her at a day school was not such an adorable idea as I thought. I went in search of weekly boarding schools and found them very unsatisfactory. When she was 14, I was wildly writing to the top academic boarding schools — Calne, Wymondley, Down House; they all said no, because it was in the middle of the O level course, and I was strongly advised against moving her."

"She was already at a highly academic day school — she could, admittedly, easily have moved to a goodish boarding school, but it turned out that Emily was cleverer than we thought, and so that seemed like a false move."

"Now it's sheer hell — she's a right little raver at 15. I'm going to turn her into a good girl by sending her to a good boys' school with girls in the sixth."

Sophie Irvin is a photographer, her husband John a film director (*Tinker Tailor Soldier Spy*, *Turtle Diary*). With nine O levels completed, Emily is working extremely hard. But friendships, going out and fashion also mean a lot. She has recently been asked to model (only during the holidays); small wonder the seclusion of boarding school has long lost its appeal.

Her mother's main area of complaint is the hours that Emily and her friends keep at weekends. "I gated her recently because of a 4am return: if she's not on time, then she's not going out this weekend."

"But some of the places we go to don't start until 11.30, and if I've got to be back by midnight, then there's no point in going," Emily argues, on what is clearly a much-discussed point. Sophie Irvin finds the attitude of other parents "staggering. They don't seem to mind what time their

Don't put your daughter into a London day school? Sarah Drummond talks to four mothers who did, to discover if teenage girls fare better at home or away from the distractions of city life

children get home, or where they stay the night."

She is worried that the distractions of London — a good club or party on a Saturday night — mean pupils focus less on school work, and are less interested in the school curriculum than pupils at boarding schools. Despite Emily's observation that girls from boarding schools tend to drink and flirt too much, partly, as she sees it, to make up for lost time, her mother now feels that the ideal would be for girls to board between 13 and 15, and then go on to a sixth-form college in London. But she is also convinced that by 17, 18 or 19 Emily and her day-school peers will "know everyone, be worldly wise — and probably be far more likely to get a job than their country sisters."

Jacky and Julian Thompson's three daughters have all switched schools at various stages. Between them they have converted Reason, Francis Holland in Clarence Gate, St Mary's Calne, Stowe and Westminster, as well as Bedales and St Paul's.

Cecilia, their youngest, who is now aged 15, switched to St Paul's Girls' School from Bedales two years ago. She is gentle, diffident, private and highly articulate. Her father is chairman of Sotheby's UK and her mother teaches sixth-form English literature and general studies, but irregularly.

Has there been much conflict, with so many different sports days, half terms, clothes markings, and exerts to cope with? Mother and daughter laugh and exchange meaningful looks. "I'm a rotten mother, never good at turning up to things; my children usually went back on the train... The real problem would be when a child needed rather a lot of tender loving care going to a school for the first time, and one should be talking to the house-mistress — and I was always teaching."

Cecilia remembers Bedales as "being told what time to go to bed, having to put out the lights at a certain time". She slotted happily into day-school life, making friends and finding the work challenging.

"Ma has never produced any rules or curfews or minded about who we see or don't see," says Cecilia, aware that many parents do. Her mother says: "I think a lot of children go through a wild stage at 14 or 15; if there's a lot of conflict, that is the best moment to be away from home." Because she enjoys parties and talking late into the night she is prepared to keep more or less open house for her children and their friends. Her most serious worry, she says, is not over drugs or boys, but over Cecilia cycling to school.

Twelve-year-old Alice Roff travels with her best friend to her day school by Underground from Liverpool Street, a five-minute walk from her home in Spitalfields, east London. From Oxford Circus they walk to Queen's College in Harley Street. She loathes the tube journey and has been "flushed at" several times. "Poor Alice was in a terrible state about it," says her mother, Vickie Cruickshank. "I suppose if I was really worried, I would take an editor of *Architectural Journal*. 'What I'd really like,' she says wistfully, "would be to live in the country — I hate London — and have a horse and go to a day school: I like being at home."

Her elder sister, Ananda, is 14 and this term started boarding at St Felix in Suffolk. She had been at Francis Holland in Clarence Gate, where she apparently got away with doing almost no work at all, but had a great deal of fun.

Vickie Cruickshank takes the view, shared by many, that because London

day schools are so over-subscribed they tend to become arrogant and appear not to be bothered when pupils get behind with their work. Initially she had no intention of sending her daughters to be privately educated (although she herself was, and least of all to boarding school. "I must say it was a shock leaving Ananda in Suffolk. Of course, it takes time to settle in. She says she really does enjoy the teaching, but she also says she is very homesick."

Josephine Berry, who is just 15, believes that boarders have more freedom. "At home, you're under constant surveillance. It's easier to break rules at boarding school, because you can get away with things." Josephine lives just off the Fulham Road and attends Godolphin and Latymer School as a day pupil. Her mother, Lady Rumbold, who works as a fashion agent and PR, takes and collects her. "My friends think I'm crazy," says Holly Rumbold, "but I'd recommend it to anyone."

Josephine spends alternate weekends at the Rumbolds' Wiltshire home and in London with her father, Julian Berry, and his family. During the week, at Godolphin, "we work pretty hard all day, so there's not too much homework."

There are some strict rules: no boys in the bedroom, no helping themselves to drinks, Josephine must tell her mother when she is inviting friends home, and if she is going out in the evening (never during the school week), then she must be home at a designated time. Josephine is not into "sleazy" clubs but enjoys parties and pubs. If she comes home late a boy must see her home (another house rule).

Holly Rumbold went to day school in New York and felt that it was right for Josephine's personality, though she felt it was equally necessary for her son to go away to school. She is well aware London is full of temptations and worries about everything — men, drink, cigarettes, drugs (Josephine was offered drugs at 11, "and she told me all about it"). She feels the secret is to keep a balance between freedom and guidance — "it's so important to keep communications open."

© Times Newspapers Ltd 1987

Diplomatic affairs

There's this self-torturing little game I play, rather like imagining one's own funeral, which involves putting myself in the shoes of one of those hapless women whose high-profile husbands stand accused, rightly or wrongly, of extramarital affairs. What must it be like to stand by and watch as the person you know best in all the world defends himself before the media?

Leaving aside the question of why adultery should still be grounds for so much self-righteous sound and fury, it's the man's reaction that fascinates me. For that reaction must reflect in large measure on the wife, who traditionally stands in stoical attendance, maintaining a supportive posture and a bloodless smile, sharing top billing but with scarcely any lines.

I realize, of course, that the response is to some extent dictated by circumstance.

Sir Ralph Halpern:
Amused by some of the details

What can the luckless and innocent David Steel do, at the beginning of an election campaign, but hurl writs like thunderbolts in an attempt to annihilate a media-created monster before it takes even the most tenuous grip on the public consciousness?

His reaction was in sharp contrast to that of Gary Hart. But Mrs Hart may well have been reminded of why she married the handsome senator as she listened to his resignation speech, delivered along "more in sorrow than in anger" lines. For nothing became the senator half so well as the manner of his leaving, his air of sensible regret.

At first Jeffrey Archer's apparently seamless departure from his job after that call-girl business struck me as rather too ready. In fact, of course, he was thinking more of his party than himself, and had to take to the law. Even then, his wife remained formidably poised, a woman with complete faith in her husband.

Is a husband's public reaction to an accusation of adultery more important than his guilt or innocence?

Oddly enough, it occurred to me that Sir Ralph Halpern, in admitting his affair, came off rather better than those who have never had one. His approach when the teddy-clad lovely came out of the woodwork struck the right note — one of effortless superiority and amused unconcern. The "who cares what she said as long as she said I was good" line, while it may be open to accusations of coddliness, at least pays the public the compliment of treating them as worldly adults.

Because for better or worse we take people at the value they place upon themselves. So to resign immediately suggests guilt even when there is innocence; to wax thunderously angry raises the communal temperature; to cast oneself on the general mercy turns the public into a hanging judge.

So what is it I should require of my unhappy husband, were I that tensely smiling wife on the front page of the *Daily Mirror*?

Well, three things. First,

Gary Hart:
"I am what I am, take it or leave it"

that he save the day professionally speaking. Second, that he make everyone, both out front and behind the speaker's chair, relax and feel comfortable again. Third, that he show his marriage, not as some kind of well-cared-for acquisition like a second motor car ("without a good, rock solid marriage, I couldn't cope

with the stress I encounter in my job"), but as a real, living and successful part of himself. He should imply by his (very few) well-chosen words, and by his amiable and direct manner, that even if he were to do such a thing it would in no way change or diminish him either as a person or as the executor of his responsibilities.

Assuming I should have a pretty shrewd idea of the truth anyway, the last thing I'd want to hear would be a ponderous panegyric on my sterling qualities as a wife and mother. No, no, I should want to be seen, through the light in his eyes

Jeffrey Archer:
Resigned for the sake of the party

and the spring in his step, as the natural partner for a man with an eye for female attractiveness, but possessing the crucial advantages of brains and discernment.

For all this is a double act in which the husband is simply the front man. No matter what is said, it is the precise flavour of the partnership which is being sampled, and upon which the man's ability to perform well in other fields is being judged.

In the case of an erring husband, his best shot is to make himself and his wife look like a couple to whom an extramarital affair does not spell nemesis, who would overcome such a hiccup stylishly if it occurred, and who in any event have better things to do with their time than worry about it. In other words, what he must convey is that quality prized by many a beauty queen — a shared sense of humour.

Then and only then can husband and wife leave the public stage with their heads high and laughter on their lips.

And when the door of the marital home has closed behind them, she can scrag him.

Sarah Harrison

© Times Newspapers Ltd 1987

The home office

Many women who decide to work from home find that they have swapped executive stress for new worries — like creating a satisfying "portfolio" of paid activities, learning to say "no" to too much work, and convincing others that being at home does not mean being constantly available.

Chris Oliver's own insight into home working — she was forced to give up office life due to a heart condition — encouraged her to start a bi-monthly newsletter called *Homebase* to unravel some of the problems of working from home. Members (who will shortly have their own directory, to enable direct contact) include freelance illustrators,

computer programmers and management consultants; a subscription is available for £12 a year from 56 London Road, Milborne Port, Sherborne, Dorset DT9 5DW (0963 250764).

Quote me...



"You will never make money honestly in politics — never. Honest politicians have an overdraft." Edwina Currie

BRIEFLY
A round-up of news, views and information

Wrinkle less

Boffins behind the breakthrough in anti-ageing creams, announced this week, declare that it will take up to five years of clinical trials before we can get our hands on the miracle treatments. Meanwhile, three existing wrinkle treatments, which devotees find to have a tangible effect on time's relentless march, are Christian Dior's Capture gel treatment (£39), Lancôme's Niosome (£13.50 and £19.50), and a twice-weekly mask from Estée Lauder, Triple Skin Re-hy-

drated (£16), all of which harness liposomes (this year's beauty catch-phrase) to target moisture treatments. Estée Lauder are also planning a British launch for a product called Eye Zone Repair Gel; reports from New York are that it really does make "laughter lines" look less like a road map of Birmingham. Only five months — not five years — to wait for that one.

Frog princes

The frog-shaped green wellies in which Princes William and Harry created such a splash on Sunday were dispatched to Kensington Palace by their creator, Mr G Loader, but are in fact widely available via the British Shoe Corporation's nationwide chains — Dolcis, Freeman Hardy Willis, Trueform — for just £4.99. Loader also holds the patent for a brand new duck-shaped boot,

due in high street shops this autumn. He has sent a pair of them to Wills and Harry, too, so no doubt Britain's youngest Royal style setters will be out in their paddie ducks long before then.

Tips for teeth

It is National Smile Week and experienced dental experts are manning telephones to discuss every aspect of teeth, from cosmetic dentistry and the latest treatment techniques to oral hygiene, which they follow up with an information pack tailored to the needs of each caller. Telephone numbers are 0906 690184 (Milton Keynes), 061 626 7686 (Manchester), 021 544 6989 (Birmingham), 0232 243986 (Northern Ireland), and a children's dental phoneline, Freephone 1022. Keep smiling.

Josephine Fairley

MORE FRANCE FOR LESS

For full details and conditions of Air France Late Saver, Apex and Superpex fares, see your travel agent or call Air France. London 01-499 9511. Manchester 061-436 3800.

Fares from London:
Paris £59* Biarritz £116.
Bordeaux £98* Corsica £162.
Lille £77. Lyons £95*.
Marseille £115* Montpellier £105.
Nantes £106. Nice £130*.
Strasbourg £118. Toulouse £105.

Fares to Paris from:
Aberdeen £125. Edinburgh £121.
Manchester £102*.
Birmingham £92* Bristol £98.
Jersey £80.

*In cooperation with British Airways

AIR FRANCE

Plus security too, as applicable.

Keeping it in the family

After the outrageous youth rally days before the last general election, I understand that amid intense secrecy the Conservatives are organizing a similar event this time, carefully billed as a "family" occasion. Mindful of the row following the rapturous reception in 1983 for Keeney Everett's "Let's bomb Russia" and "Let's kick Michael Foot's stick away", the DJ is not on the guest list. Yesterday Central Office at first denied it was planning a youth rally but communications officer Harvey Thomas's office later confirmed that a star-studded show was promised. I understand that Olympic swimmer Sharon Davies ("I genuinely believe in Tory politics... you have to work for what you get in this life") has already accepted. The rest of the line-up and venue has yet to be announced; in 1983 the show was compered by Jimmy Tarbuck and Bob Monkhouse at Wembley.

Roughshod

32 Smith Square, the Tories' Queen Anne headquarters, has become a symbol of the party's sometimes cavalier attitude towards local government. It has breached planning law by setting up a shop in a Portakabin on the pavement outside, in application to Westminster City Council not due for consideration until the end of the month. A spokesman said yesterday that the Portakabin was needed to house the party bookshop and keep the public out of Central Office during the campaign; the decision to install it



had been taken in consultation with neighbours and the council. A second mobile cabin, for security guards, was removed last night. Yesterday, Paul Dimoldenberg, Labour planning spokesman on the council, said he would ask the planning department to issue an enforcement order to remove the cabin. "I want it taken away by the end of the week," he said.

● The 80-odd MPs departing this Parliament, and those fearing they may not return, have caused a run on the House of Commons souvenir stall. The most popular items, I am told, are boxes of mint chocolates. But don't rush; the stall is now closed until June 12.

Plateful

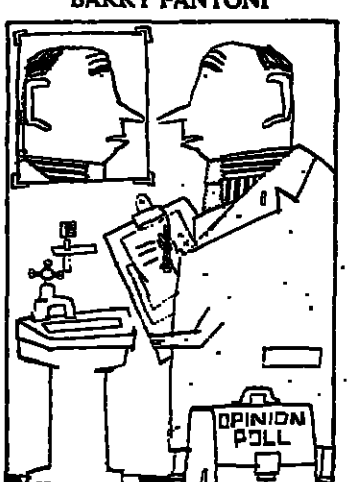
Californian oneupmanship has reached a new stage: putting your name on your number plate is now old hat, so smart messages are in. One soft drinks dealer uses CME4UP on his van and when the plates went from six to seven characters - of any combination of numbers or letters - the greatest demand was for Porsche, Ferrari and... Goforit.

NUS said

The National Union of Students has produced a general election manifesto which includes a "blow by blow" list of "important events and government decisions which have affected students in education since 1979". The list includes the overthrow of the Somoza regime in Nicaragua, the 1984 Nicaraguan general election and the declaration of a state of emergency in South Africa in 1985.

● Is the Tory machine planning to turn Peter Walker into an unperson? Replying to a query about him yesterday, a Central Office press officer said: "Peter Walker. What is he now? Just refresh my memory." Answer: Energy Secretary since 1983.

BARRY FANTONI



Groundswell

Labour's election campaign did not get off to a flying start yesterday. Neil Kinnock and entourage, including press people who had paid £3,000 apiece for the privilege of travelling with him, were temporarily grounded at Heathrow en route to Birmingham after their hired, 25-year-old Viscount developed a minor malfunction. A back-up was sent out. To make matters worse, the one coffee machine in the waiting area was out of order. On Monday night Kinnock arrived late for the launch of the party's youth manifesto, *Move On Up*, blaming the traffic in central London. Perhaps he should heed British Rail's claim: "We're getting there."

PHS

Going for the guilty vote

by David Hart

Labour says that its campaign will amount to a moral crusade. The Alliance speaks of healing the country's wounds. Sure signs that the strategy of the opposition parties is to go for the guilty vote. It has, after all, worked before.

The message is simple. Eight years of selfish, hard-faced Thatcherism may have brought prosperity to some but at the cost of poverty for too many; those voters who have done well during the past eight years should feel guilty about it; the only way to cleanse this guilt is to vote for more spending on others and less on oneself. More state spending paid for by higher taxes and higher government borrowing.

Of course they are not putting it in quite such plain terms. Labour speaks of tax cuts for the rich; the Alliance of "the struggling inhabitants of a struggling country." Both claim that unemployment is much higher than the figures show. Both refer constantly to the divide between the haves and the have nots.

If the opposition parties are relying on facts alone their argument will not stand. Most people, based on the evidence of their eyes, know that Britain is on the move again, that the great majority of the working population, 89 per cent, are in work, that many more are unofficially working and drawing the dole, that living and welfare standards are rising.

But facts alone will not decide this election. Many Britons have a deep propensity to feel guilty about their own and others' material blessings, particularly those who grew up in the 1960s when, if you did not admit to being a socialist, you were made to feel anti-social.

And volatile voters presented with an opportunity to make a moral choice, instead of the material choices that they are habitually asked to make in their daily lives, may well vote for the party they feel offers a more moral solution to the country's problems.

A poll conducted by Mori for the Christian World Foundation in January shows that a significant number of voters, 19 per cent, think they would be likely to change their vote from the party of their first choice to the party of their second choice if they were convinced that it had a more moral message.

Mrs Thatcher has twice managed to persuade enough voters that there is no need to feel guilty about voting Conservative. She was aided in this in 1979 by the scenes of greed and selfishness provided by the unions in the winter of discontent and in 1983 by the feelings of moral well-being her resolution over the Falklands had engendered. This time the Conservatives will have to win the moral argument.

Since many senior Conservatives have a polite reluctance to speak of moral issues, I offer them some thoughts on the moral basis of Thatcherism to take with them to the hustings.

The principal difference between Mrs Thatcher's vision and that of all her opponents is in her respect for the individual, her unshakable and optimistic belief in the potential for good of the individual, her belief, given the right climate, that he will act responsibly and make the right choices, not only for himself but for the community as a whole.

Since the individual can be trusted to act responsibly he should have his responsibilities returned to him, including to do what he can to provide for his essential material needs. Indeed, if the individual is to be expected to act responsibly, for example, as a parent to bring up his children to obey the law, he is much more likely to do so if he has the habit of acting responsibly in other areas of his life.

This does not mean that the needy are to be ignored. It is a fundamental part of this belief to credit the individual with a highly developed sense of duty to provide for other individuals in need. The welfare state, not imposed from outside, but introduced at the request of voters, is the most imposing testament that Britons are not mean-hearted.

Mrs Thatcher accepts that the state is the only available instrument for providing for the needy. She differs from her opponents on how the state can best provide and, to a lesser but significant extent, on who exactly is in need.

The opposition parties speak of the rights of the individual and in the same breath advocate more state spending. Yet more state spending, however well intentioned, has always had the effect of creating more state dependents, morally degrading in itself.

Not just for the recipients. The state is an inefficient provider of social services. To see his money, for the most part given willingly, wasted by insensitive bureaucrats too often intent on enlarging their own empires, does nothing for the taxpayer's moral sense.

Although Mrs Thatcher has been only partly successful in making the state a more efficient provider of welfare, and would certainly have been more successful had she allowed the private sector to supply welfare and the state to supply the needy with the means to pay for it, she has certainly tried. This has inevitably led to howls of rage from the welfare lobbies and the opposition parties.

Conservatives have no reason to fear their leader's entirely honourable attempts to encourage the individual to stand on his own two feet and to spend taxpayers' money more efficiently.

Ordinary people know perfectly well that Mrs Thatcher is right about wanting to make the state servant, not master, right about wanting less waste in the welfare services, right about cutting taxes, right about inflation, right about calling on Britons to try harder. Morally right.

© Times Newspapers, 1987.

Sue Cameron reports on preparations to ease in the new regime

Whitehall's waiting games

The upper echelons of Whitehall still favour the story of how Foreign Office officials once presented Ernest Bevin with ten rock solid objections to a policy on which he had set his heart. The wily Bevin made no attempt to offer battle. He merely ordered them to prove their intellectual mettle by coming up with ten good reasons for doing what he wanted.

Whitehall is now pleasurably engaged in performing similar mental somersaults. Freed for three glorious weeks from the interference of politicians in the vital business of government, the senior civil service is busily poring over party manifestos and dreaming up 10 goods ways of introducing radical Tory reforms in all major policy areas... 10 good ways of implementing Labour programmes and at least a couple of ideas on how to give any future government an Alliance tie.

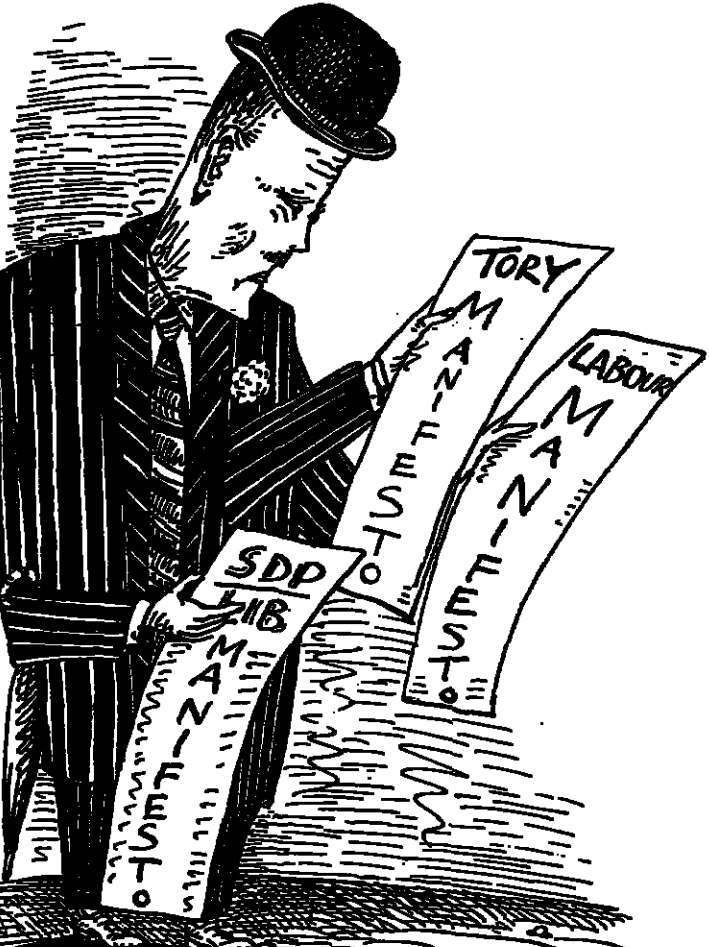
The manifestos are written without the benefit of civil service advice and so what we have to do is to clothe all the politicians' ideas with some kind of reality.

Particularly the difficulties that may stand in the way. Since the days of Bevin, Whitehall has lost nothing of its genius for cataloguing impediments to policies it does not like. The various briefs it is now writing for the incoming government will not always be as neutral as they look.

As one senior official inadvertently explained: "We study all the party manifestos and all recent speeches and then we discuss the pros and cons of the policies. Sorry - slip of the tongue - the pros and cons of how best to achieve those different policies."

"Clearly we are not in business to thwart the democratic will of the people. Mind you," he added, "it's all very well to talk about the democratic will of the people but they don't have to vote their will clause by clause through the House of Commons."

A general election campaign is often the signal for senior officials to start rifling through departmental pigeon holes. Their aim is to see if any discarded schemes from earlier administrations can be dusted down and tried for size on a new minister.



and the new government took the bait.

"The Tories were desperate for legislation because one thing a new government must do is set the Commons to work," the official said. "The only fly in the ointment was that Crossman revealed that we had already tried it out on him and that he had refused to wear it."

But that was in the good old days of consensus government. Today there are rumours that Whitehall is taking what might be called a more robust line. There are claims that it is confidently expecting the return of a Tory government and hints that it is putting much more effort into briefs for the Conservatives than for an incoming Labour administration.

The evidence cited is that although the two Alliance leaders have had a meeting with Sir Robert Armstrong, the Cabinet Secretary, contact between Labour shadow ministers and top civil servants has been almost nonexistent. Suggestions that this shows how Whitehall is backing the Tories are causing some distress and more than a little indignation among senior civil servants.

Traditionally there have always been informal talks between opposition leaders and senior officials at the start of an election campaign, but civil servants are privately stressing two points about these meetings. The first is that they are primarily designed simply to discuss any organizational changes planned. The second is that the approach must first come from the opposition politicians rather than the officials. Some Labour politicians, say civil servants, have hung back - apparently because of suspicions that the senior civil service is now largely composed of Thatcherites.

"It is just not true," said one Whitehall man firmly. "But some Labour people seem to have the idea so firmly fixed in their minds that it is difficult to dislodge them. And it is not normally the case that we do more for one major party than for another."

The word "normally" is instructive here. There may be no serious evidence to suggest that Whitehall is abandoning its traditional political neutrality by one whit. But officials watch the polls just as closely as any politicians. And back in 1970 they were badly wrong-footed when the polls con-

fidently predicted a Labour win until the eleventh hour of the campaign. Today civil servants admit that they had not put enough work into preparing briefs for an incoming Tory government; since then equal efforts have been made on behalf of both the main parties.

But what about the Alliance? Are not the two Davids insisting that they are aiming at an Alliance government - not just a coalition? Whitehall is not yet convinced. "Footnotes for the Alliance in the Labour and the Tory briefs, I think," said one senior official. "Well, not literally, of course. They would be on separate pieces of paper so we can insert them or delete them as we like. If though of course we will be watching the polls and if the Alliance bandwagon were to take off suddenly, we'd have to think again..."

For the rest, the election campaign means something of a holiday for Whitehall. The daily business of government has to continue. There is unemployment benefit to be paid out, coups in Fiji to be dealt with and red boxes with any absolutely essential business to be sent to ministers - who remain ministers until the new government is formed. But the general view among senior officials is that the less Whitehall does during an election campaign the better. They are vigilant in trying to ensure that they stay above the political fray and every effort is made to stop the machine continuing to grind out decisions or appointments. Stopping the machine is sometimes harder than it looks.

Last time round, in 1983, one junior minister who was also a peer - a charming man known to his officials as the good lord - serenely continued to govern for best part of a week until senior civil servants found out and gently but firmly put a stop to such impropriety.

"Our aim now is to ensure that all good news announcements are avoided," said one Whitehall press officer this week.

And over long lunches Whitehall is pondering the future, retelling old horror stories of how a foolish official gave Tony Benn a Tory brief by mistake, and looking forward to gearing up again with renewed vigour.

"You know," one permanent secretary was heard to remark, "it would be fun to see in a different government. Not that I mean by that to express any personal political preference," he said hastily. "I have none. But from a purely professional point of view it would be rather exciting."

© Times Newspapers, 1987.

Jo Grimond

Winning over the floaters

The Liberals launch themselves into the general election from a firm pad of success in by-elections and local government. Can this 'pad become a springboard? The Alliance has good leadership and people with ministerial experience. No longer must we suffer the jibe "Who is going to form your government?"

But have voters yet grasped what we have to offer? The Alliance leaders have boxed cleverly in the day-to-day fights of politics. But I fear they may have been too absorbed in the running battle, important though it is, to pay sufficient attention to the broader strategy. Can we in the Liberal Party assume that everyone understands what Liberalism is about?

We may have under-estimated the need to latch on to new ideas and mould them into the fabric of traditional Liberalism. A party in our position needs to make clear what its objectives are, why they are specifically Liberal, and how it proposes to reach them.

I do not want to see a Liberal shopping list which includes something to placate every pressure group or is replete with local issues, though candidates must be able to cope with them. We should concentrate on national concerns.

One such concern must be economic policy and unemployment. No doubt some good can come from a judicious increase in public spending, although its effect will be limited. It seems to me that Liberals should stand for reform of industrial organization with emphasis on worker participation and ownership, payment out of profits, much wider dissemination of wealth. Such reform springs from the root of Liberalism and offers an alternative to orthodox capitalism and state socialism. If, however, an incomes policy is to be a central feature of our economic policy we must explain how this will be applied, for example to top management and the professions, and how it will reward hard work.

A way, too, could be opened for general welfare through a reverse income tax, equivalent to a direct subsidy for the worst off, or a national minimum income. Liberalism has long been associated with freedom. Let us then welcome the escape of some industries from nationalization. But let us also insist that the new ownership is not passed solely to business interests in the City of London, replacing public monopoly with private monopoly.

But for those institutions which preserve our freedom - the law and public services such as police and prisons - the market is not appropriate. I doubt if Mr Gladstone would have blessed handing over of prisons to private enterprise, even apart from the danger that if crime decreases we shall be called upon to subsidize it for the sake of the profits of the new prison owners.

No doubt material advantage will be a dominant theme in the

election, but not I hope, to the exclusion of all else. Even the most loyal of Tories have expressed dismay over the gains some of them will make from the Abolition of Rates bill.

It may be late in the day to start giving instruction in the fundamentals of Liberalism or to float unfamiliar ideas. But at any rate I hope that by the end of next week the main pillars of Liberalism will be discernible through the fog of electioneering.

I doubt whether a change from Tory to Labour would make much difference to unemployment or world peace. Mrs Thatcher has not been as radical as she is painted. Taxation and national expenditure are higher than ever. But one consideration is that if the Tories lose we shall see a rush of ex-ministers to the City - I doubt if this would be healthy.

We hear about tactical voting. The temptation to exploit this is aggravated by our electoral system, now made even more ludicrous by the advent of a third major party. We also hear about a "hung parliament". I hope that the Liberal leadership will not spend too much time on these discussions. We are out to gain as many votes and seats as possible, a majority if we can achieve it. If you want to know what will happen if no party has a clear majority - the answer is "ask Mrs Thatcher". She will be prime minister when the votes are counted. It will be up to her to make the first move. No one should attempt to say exactly what response the other parties will make until we see what she does.

Three weeks is an awkward time for a modern election campaign. It is too long for a television jamboree of stunt and scare, manipulation of the electorate and potted policies, but too short for canvassing every parish with an old-fashioned series of meetings long enough to explain policies and answer hecklers. A television election should be a tight schedule by journalists or TV personalities is a very different and much easier examination than being questioned in public by people who ask unexpected questions and really want to know the answers.

I suspect that the party leaders - at least at the start - will be so anxious to seem reasonable that the public may be bored. If so, beware the debating power of Mr Tebbit; also, if he escapes from his managers, the friendliness of Mr Kinnock. They may come into their own. At the last general election in which I took part the state of television coverage was so unending and so predictable that audiences were unable to remember any of what had been said. By journalists or TV personalities is a very different and much easier examination than being questioned in public by people who ask unexpected questions and really want to know the answers.

Lord Grimond was leader of the Liberal Party 1956-67.

however... Joseph Connolly

Ground down by mulcho woman

In a new book called *Gardens of the Heart* a clutch of the rich and famous proudly display their verdant acres. Particularly awesome is the Buckinghamshire garden of Sir John Gielgud - huge, perfect and heartbreakingly beautiful (the garden, I mean).

But it is really so wonderful, I rationalized: I mean to say, take away the formal entrance garden, the parterre, the woodland, the yew alley, the meadow garden, the rows of hornbeams, the gazebo, the pinetree lawn, the loggia, the orangery, the fountain, the conservatory, the wrought ironwork, the colonnade, the statuary and the herbaceous borders, and what have you got? My garden - that's what you've got.

Everything I had doing during that brief but vicious winter. I recently spent a back-breaking weekend depositing the whole lot into the bin, leaving me with the sort of area where one would not be at all surprised to find a blindfolded Mexican pinned against a pockmarked wall.

Just the other evening on BBC2's *Gardener's World* (a masochistic indulgence, watching this) I heard that May is traditionally the busiest month in gardens, and that borders "burst vibrantly into life". Mine had settled for ritual suicide. All this prompted me to trot along to one of these vast garden centres, but the very large lady who said she would help was too down to earth for the likes of me.

"There's no point in even thinking of planting anything unless you attend to the fundamentals," she averred. At this point, I must confess to being no expert: I nodded a good deal as she chatted progress, for she seemed a very forthright woman. I have no doubt whatever that she had green fingers, it was just the way they were habitually curled into a fist that I found unnerving.

"How's your soil?" she snapped. One tries to be affable, particularly when frightened witless: "Oh - bearing up, mustn't grumble. And yours?" A flicker passed across her face that made me flinch. "No, I mean - what's it like?" she persisted.

Well I had no idea whether or not she was horsing around, so I

just told her it was brownish, and generally pretty unsavoury, if she wanted the truth. She flexed her biceps for a bit while she pondered this, and then rapped out:

"Do you have access to dung?" Now if there is a snappy answer to that, I have yet to find it. All around me there seemed to be helpful assistants chatting knowledgeably to customers about potting on and building up, and I had to get landed with all this.

"Look, couldn't I just buy a few geraniums and some Busy Lizzie's, maybe..."

"John Innes!" she barked, and I whirled round like an idiot with palm outstretched ready to meet some third party, but already the woman was saying: "Mitchell Mulch! There is no such thing as too much mulch!"

I wasn't about to argue - and anyway, I felt the whole conversation slipping away from me. "Detective writer, isn't he?" I tried.

She stopped foaming for a bit. "What?" she said.

"This Innes character. Who-dunnits, that sort of thing?"

"I don't know what you're talking about," she said. Well I hadn't understood a single word she had uttered since I arrived, so that made us even. Before she could start up again I pleaded to be allowed to buy something green, and she relented sufficiently to let me have half a dozen jasmynes on condition that I also saddled myself with bonemeal, manure, something called "growmore" and ornamental bark - to say nothing of sacks of things called kevintons, whatever they may be. I asked her what I was to do with it all.

"Fork it!" she bellowed. "I beg your pardon?"

"Fork it in well, and your harvest will be rich! The answer really does lie in the soil!"

Gazing at my garden now, I am convinced she was quite mad. I had sought to emulate Sir John's half-dozen acres of Eden, and instead I have six little bamboo sticks protruding from the largest compost heap in the country. This me to trade an execution yard for what now resembles nothing so much as a mass grave.

هكذا من الأصل

MEDIA & MARKETING

The ghost of libels past

The ghost of Banquo has nothing on an idea they have stumbled across in the United States. It seems that certain worthies in New York want to give the relatives of dead people the right to sue for libel so that newspaper reporters and biographers can be haunted by the spectre of the dead person long after he or she is six feet under.

While everyone sympathizes with the recently bereaved, who see their nearest and dearest grossly attacked in the press, one cannot help but feel that the American legal profession may have something to do with this idea, seeing it as creating a whole new market in "deadly libels".

Such an idea would of course send shock waves well off the Richter scale were it to be transported to Britain's green and tranquil shores, where our libel laws may be draconian, but where, at least, dead men are not allowed to come back to argue whether they have been lowered in the estimation of right-thinking people.

Indeed, without a public interest defence in libel actions — something they have in the States — it is often a Herculean task for a journalist to publish the truth about someone while the person is still alive and capable of reaching for that supremely expensive being — the libel lawyer. The problem, of course, is being able to prove what may be a well-accepted fact in the face of a "see nothing, hear nothing, say nothing" approach from those in the know. There is hardly a journalist around who has not run into this problem and the proverbial Fleet Street killjoy, the newspaper lawyer, who demands "firm evidence" of some M15 security officer's homosexuality before an extremely important article is published. Having provoked

OPINION

Alastair Brett

semi-suicidal tendencies in the journalist, the lawyer is usually reminded that it is not the easiest thing in the world to obtain evidence of someone's homosexuality.

But the idea of giving relatives of dead people the right to sue for libel is not that new. To be fair to the memory of the outspoken Mr Justice Faulks, he once said of divorce: "All you have to do is fill your wife with gin, give her a complacent lodger, and file your petition next day" — the idea was first recommended by his Committee on the Law of Defamation in 1975, a UK first, so to speak. But even Mr Justice Faulks wisely decided that the relatives of the deceased should not be allowed to make a quick bob or two out of the old boy's reputation, deserved or otherwise. Relatives could only sue for an injunction, declaration and legal costs.

To any seasoned libel plaintiff this looks remarkably dry fare — the damages being the only enjoyable bit of what is otherwise an horrendously expensive exercise, and a sleep-inducing ordeal for the jury. The revelation, in *Law Magazine*, that Sir James Goldsmith will fund libel actions in certain worthy cases is bad enough, but the idea of giving a right of action to mothers and fathers, sons and daughters, wives and possibly brothers and sisters of dead people is enough to give Fleet Street lawyers persecutionitis.

The plight of deeply distressed relatives is in fact already catered for by the Press Council, which will spring to the defence of the deceased's reputation. The real victim, were the law to be changed to give relatives a right of action in libel actions, would be freedom of speech, something to which we pay respectful lip service, but which we do little to protect.

Alastair Brett is a legal adviser to *The Times*

Austin-Rover's television campaign for the Montego breaks the advertising mould. Daniel Ward reports

Car buyers are walking into Austin Rover showrooms and asking for "the car that breaks the glass" — always assuming they know whose showroom to visit. The company's marketing director, Kevin Morley, is not saying whether the latest television advertising for the Montego model, which does not mention Austin Rover, is a success, but it is certainly significant.

The company is slowly dropping the Austin badging on all its cars. "If you concentrate too much on the company, the buyer loses sight of the product, and the awareness of our product was fairly low," Morley explains.

He carried out seven months' of intensive market research, including discussions with more than 2,000



Lowered profile: the Montego television commercial features everything but the maker

motorists, to discover what potential buyers really thought about the old Montego 1.6L, the prime fleet model. Company car users allowed to choose their model rated performance ahead of economy, but thought the Montego "looked" slow. Smart two-

tone paint and other changes have put that right, while the sunroof and expensive radio cassette player are not gimmicks but fitted as standard, since "user chooser" drivers will object if they are missing.

Elsewhere in the range, the "Minis

have feelings as well" posters and commercials, which ran just before Christmas, came a full five years after the previous Mini commercials. The reason for advertising again? The public thought the car was no longer in production!

Commercials for the compact Rover 200 followed the Mini TV campaign and addressed several major problems concerning the car's image. Buyers apparently assumed that the Rover badge meant a price tag of more than £10,000, while the 200-model name implied a 2-litre engine. These results made worrying reading, given that the range starts with a £6,700, 1.3-litre model. The Rover 800 executive car has the same problem. "People do not know there is a Rover 800 for less than £10,000," Morley says.

Still to come are the new-look commercials for Metro and Maestro. But if Graham Day, Austin Rover's chairman, is to live up to his motto — "Love the customer to death" — they will not come a moment too soon.

Advertising at cross purposes?

Between now and June 11 there will no doubt be plenty of the standard election hyperbole which holds that everywhere the electorate looks — from the doorstep to the television set to the advertising hoarding — they are confronted by a politician or a political message. The available statistics tell a different story.

As the campaign goes on, these pages will be assessing the impact of party political broadcasts, door-to-door canvassing and what the parties hope will be eye-catching hoardings and billboards.

The benchmark is the *Times/MORI* poll conducted in the immediate aftermath of the local elections earlier this month, just before the General Election campaign got under way. Despite the proximity of

Just how efficient are TV, billboards and knocking on doors in helping voters to make their choice?

the poll to the intense activity surrounding the local elections, 67 per cent of people in a cross-section of 73 Conservative-held marginals had not seen a party political broadcast on television during the previous week, 82 per cent had not been canvassed by any of the parties and 85 per cent said they had not seen a political hoarding.

That is a surprisingly low level of penetration, especially given that in the run-up to the local elections the parties' machines were already firing

on all cylinders in readiness for a June General Election. And it is notable that although the polling was completed on May 13, only two days after Mrs Thatcher called the General Election, there were already signs that the relative penetration between television, hoardings and canvassing was running roughly parallel to the pattern that emerged by the end of the 1983 campaign.

Last week, 18 per cent of people said they had seen a Conservative TV broadcast, seven per cent said they had been canvassed at home by party workers and six per cent had seen billboard advertising for the Tories.

By the end of the 1983 campaign, 73 per cent had seen a Tory broadcast, 14 per cent had been canvassed and 27 per cent had seen a

hoarding. So at that stage, the broadcasts had been slightly under three times as effective as the hoardings — similar to the pattern at the start of this campaign.

The table provides very little evidence that pounding pavements, even in marginal seats, actually reaches many voters. But it does raise an interesting point about the Alliance, whose doorstep penetration, at eight per cent last week, is already at the level it had reached by the end of the 1983 campaign.

It remains to be seen whether that reflects a better Alliance organization or

merely the fact that the Alliance put a bigger effort into the local election campaign.

It is one thing to measure the penetration of the political parties' efforts in their own territory, but it is another matter, however,

Last week's poll has the Labour Party leading in all three categories, but even if that lead were maintained it could not be regarded as a pointer to the election outcome: in 1983, Labour ended the campaign with the best penetration in terms of television broadcasts and ran the Conservatives a close second in the other categories.

The result at the end of the day: a Tory landslide.

There is, however, one area of communication with the public where, statistically, none of the parties might be thought to have much chance of influencing people: the open meeting. In 1983, only three per cent of voters attended such a meeting, split more or less evenly between Conservative, Labour and Alliance. But those meetings remain important because they draw the television cameras.

Peter Barnard

WHO SEES THE PARTY ADVERTISING?

Percentage of people in 73 Tory-held marginals who saw advertising or received a canvassing visit from the party at the head of each column in the week up to May 13.

	CON	LAB	ALL	OTHER	Can't recall/Don't know	NO
Saw party broadcast on TV	18	21	14	2	4	67
Called on by party canvasser	7	9	8	1	1	82
Saw billboards or hoardings	6	9	4	3	3	85

* Less than one-half of one per cent. Sample: 1,424 adults

Source: Market & Opinion Research International

Rangenine Ltd

PR WEEK PR WORLD

Editorial Production Assistant

Salary: up to £9,000

(depending on experience)

Due to continued expansion we require another assistant for our busy production department. Main duties will include providing the production editor with essential back-up in page setting for the company's two highly successful publications — PR WEEK and PR WORLD.

To meet this demanding challenge you will need experience in on-screen page setting, design and make-up, and be able to think on your feet, have an eye for detail and not mind working occasionally long, hard hours.

Ideally, you will be suitably qualified (degree or diploma), aged 23-27, and have the right personality to fit into a young and dynamic company.

If you think you fill our requirements send your CV, detailing your current job and previous work experience to:

Lance Woodland
Production Editor, Rangenine Ltd
100 Fleet Street, London EC4Y 1DE
Tel: 01-353 9804

EDITORIAL ASSISTANT/ SECRETARY

Required by Religious Publisher

Good typing ability accuracy and organisational skills essential, some publishing experience an advantage. Offices near Regents Park, normal company benefits. Write with CV to:

Myrtle Powley, SPCK, 1 Marylebone Road, London NW1 4DU.

angel asb sales and marketing

Sales Personnel required urgently for various clients within the London Area.

Sales Executives: Food and Fashion - up to £15,000 + car + commission

Area Representatives: Office Equipment - £9,000 + car + commission

Sales staff for other retail outlets - especially China and Glass.

Contact Stuart 01-408 1444

GRAPHIC ARTIST

Experience of paste up and graphic design required. Luton based company with small studio. Good opportunities. Salary £7,000 + OT + Car.

Apply in writing to:

Cornerways Group, Press House, Hewlett Road, Luton, Beds.

SPEAK WELL?

Then telephone me today if you can start work soon in our offices near King's Cross station as long as you need to earn £400-£600 + per week, are very determined, reasonably educated and intelligent and aged 23-50. Work is in weekday office hours only. You do not need your own car or home phone.

Telephone Robert Brown on 01-833 8155 or 01-833 8156

A NEW CAREER

An established West End Television Advertising Company is looking for ambitious and intelligent people aged 20+ with experience, drive, initiative and good communication skills to join them as

1st CALL CLOSERS

throughout the U.K. Earning potential between £300 to £400 pw for the right people

for an immediate interview telephone Mr McCullough on 01 935 3287 (office hours)

MEDIA SALES PROFESSIONALS DO YOU NEED A NEW CHALLENGE? GREATER RESPONSIBILITY? MORE MONEY? COMPANY CAR?

Did you know that at the time of year there are more job vacancies than applicants - 3 to 1 in fact?

NOW's the time to make that move.

WHAT ARE YOU LOOKING FOR?

Immediate specialist company multi-national?

London-based or world-wide?

Trade and technical bible or high class consumer magazine?

Advertising or exhibition space?

If you need the opportunity to progress as a sales executive or manager, or just need the basic training then WE CAN HELP YOU.

Call Heather, Sarah, Mark or Geoff now, and take a step in the right direction!

City Recruitment Consultants
58 Houndsditch, London EC3
Telephone 01-623 4888

"BACK SELLING" to Designers

Our promotion team has two national posts available immediately. Vital to our sales effort, you will be visiting design groups, advertising agencies and printers, in London and several parts of the country, to bring Zanders Quality Papers to the attention of key specifiers.

Energy, flair and perception are important components for success in previous experience is not essential.

Send c.v. to:

Gillian Rock, John Heyer Paper Ltd., Sheldon Way, Larkfield, Kent ME20 8SE

GRADUATE TRAINEE



FINANCIAL MAGAZINES

C. £10,000 (BASIC & COMM)

FINANCIAL MAGAZINE PUBLISHING HAS NEVER BEEN SO EXCITING. A MAJOR WEST END PUBLISHER IS CURRENTLY RECRUITING A COMPANY GRADUATE (21-24) TO JOIN THE SALES TEAMS OF ITS SUCCESSFUL FINANCIAL TITLES.

NEGOTIATING WITH LARGE COMPANIES AND THEIR ADVERTISING AGENTS, THIS IS UNDOUBTEDLY A CHALLENGE. THE YOUNG LIVES IN AN ENVIRONMENT HOWEVER MAKES IT GREAT FUN!

THE COMPANY IS WELL KNOWN FOR THE EXCELLENCE OF ITS SALES TRAINING AND THE OPPORTUNITIES IT OFFERS FOR RAPID PROMOTION TO MANAGEMENT.

FOR AN IMMEDIATE INTERVIEW, PLEASE PHONE LORETTE HOPWELL, OR LESLEY FINN.

PRICE JAMIESON

RECRUITMENT CONSULTANTS

PLANNING HOUSE 100 FLEET STREET LONDON EC4Y 1DE
TELEPHONE 01-351 1805

PRODUCTION EDITOR

c £10,000

International Medical Publishing Company requires experienced and highly organised Production Editor, 25/30 years of age; impeccable English essential and an interest in medicine or science an advantage.

Comprehensive experience in all aspects of magazine/book production is required, particularly copy preparation.

The successful candidate will have energy and enthusiasm as well as an eye for detail and an ability to work to deadlines.

Handwritten application, together with typed c.v., with details of latest salary to:

P. H. Barker, Managing Director,
Barker Publications Ltd.,
539 London Road,
Isleworth, Middlesex.
TW7 4DA

WEST END GALLERY

RECEPTIONIST

Busy job, sense of humour and smart appearance necessary. Non-smoker with adequate typing skills (40-45 wpm).

Telephone: Annabele Elton
01 930 6844

ASSISTANT EDITOR

required for 'LEADERSHIP TODAY'

Christian monthly magazine.
Contact Daisy Belluco
01 942 9761

Young Talented Graphic Designer

required to work on various interesting accounts. This is a demanding position and the successful applicant will have several years' experience as a designer. Excellent package available to the right person. For further details telephone Richard Sclar on 01-233 4884.

ASSISTANT EDITOR

Butterworth Scientific Ltd., the leading international scientific, technical and medical publishing company, based in central Guildford, requires an Assistant Editor to work on the leading international journal, *POLYMER*.

The successful applicant will assist in the day-to-day running of *POLYMER* and will be involved in all editorial aspects of the journal's production. Duties will include liaising with authors and editors, manuscript preparation, proof-reading and passing issues for press. The Assistant Editor will also help with the conferences sponsored by *POLYMER* and with the journal *INTERNATIONAL JOURNAL OF BIOLOGICAL MACROMOLECULES*.

Applicants should hold a university degree, preferably in physics or chemistry and should have at least two to three years' editorial experience in journal publishing.

Excellent terms and conditions in accordance with the Butterworth/NUJ Agreement. Salary up to £10,960 (under review) plus £39.70 per month reading allowance and LVs to the value of £27.00 per month.

For application form please contact: Fran Supple, Personnel Manager, Butterworth Scientific Ltd., PO Box 83, Westbury House, Bury Street, Guildford GU2 5BH. Telephone: 0483-31261.

Butterworths

BRITISH RED CROSS

The Red Cross is looking for a

PRESS AND PUBLIC RELATIONS OFFICER

Your main responsibility will be to promote the UK side of Red Cross activities.

The job will involve travel throughout the U.K., contributing to the Society's publications, and covering for the International Press Officer in her absence.

You will need to have at least five years' journalistic experience and excellent communication skills. The ability to work under pressure is essential.

The appointment is based at National Headquarters in central London. Salary not less than £11,000 p.a., staff restaurant, STL Pension Scheme.

For further information and an application form please ring Cherry Mill on 01-235 5454, extension 281. Closing date for completed applications is 20th May, 1987.

COMBAT & SURVIVAL

Requires a resourceful enterprising & capable person to work on a wide range of aspects on this weekly partwork. Applicants should be in their early 20's, be non-smoking, have a thorough all-round knowledge of modern military warfare & editorial or similar experience.

Please write to:

Stan Morse,
Aerospace Publishing Ltd.,
179 Dalling Road, London W6 0ES.



DOES THIS SOUND LIKE YOU?

You are...

- ★ Energetic and hardworking.
- ★ Self motivated and determined to succeed.
- ★ 22-26 year old (male or female) with at least one year's working experience and FULL DRIVING LICENCE.

The position involves raising funds for a major charity. The work includes visiting secondary schools, speaking to large groups of youngsters and organising fund raising events. In addition you will be promoting the aims of the YMCA including our drugs prevention campaign. Due to expansion, we will have two vacancies commencing Monday, 7th August, within 50 mile radius of London. A CAR IS PROVIDED.

For more details and application form, please write to, or phone: Ms V Morton, National Council of YMCA, 640 Forest Road, London E17 3DZ. Telephone 01-520 5589. Closing date for completed applications: Friday, 12 June, 1987.

SALES EXECUTIVE

Our friendly training company is looking for a young, enthusiastic, adaptable, hard working person able to cope with pressure.

For someone who is keen to learn and sell, the work in our sales office and viewing theatres includes incoming and outgoing telephone calls, with some face to face selling.

Ideal first job, good salary and full training given.

Please telephone

Tiz Richards, Sales Dept. 01-637 7288.

ADVERTISING MANAGER THEATRE PROGRAMMES

Theatreprint Limited, the company publishing the majority of the West End theatre programmes, require an Advertising Manager. Located in London the successful candidate will be responsible for securing national advertising for inclusion in this unique media.

Career opportunity with existing possibilities for the right person who should have recent experience of negotiating for national advertising and be familiar with agency contact. A good salary plus bonus are offered to join a small team and play a principal role in the progress of the company.

Apply in writing giving full C.V. to date to:

M.J. Carrod, Chairman, Theatreprint, c/o Keltia Way, Crawley, Sussex RH10 2LX

ADVERTISEMENT SALES COMMUNICATIONS NOW

Leading and user communications magazine is looking for a keen, self-motivating sales person to work in this rapidly expanding market. Some sales experience necessary. Very good basic salary plus generous commission.

Call Michael Fabian
on 01 633 0525

هكذا من الأصل

MEDIA & MARKETING

Selling it like it should be

Commercials on US television have undergone a transformation in the past two years

Watching the average commercial break on American television used to be a vision of hell. Deeply unpleasant presenters would confront viewers with tacky-looking products and deliver their pitches with the sophistication of a barrow boy and the zeal of a born-again crook.

These distressing sales messages would occasionally be interrupted by schizoid excursions into Norman Rockwell Americana, shot through gauze and accompanied by loud and lamentable jingles, or by unappealing exercises in crass nostalgia.

But, over the past two years, there has been an unheralded but dramatic revolution in American TV advertising. The cheap video approach has been dropped. The sentiment has been squashed. The backsters have been put out to grass.

In their place are sly humour, clever dialogue, imaginative visuals and, most surprising of all, sophisticated eroticism. Even when the scripts are bereft of wit or invention, the commercials will almost certainly be well shot. The kind of spots that would automatically have been consigned to video a few years back — tyre centres, carpet cleaners — are now being stylishly made on celluloid.

Soft-sell, once anathema to American advertising men, has become the norm. Hal Riney and Partners' work for Bartles and Jaymes' Winecooler has been remarkably influential in this area. A long series of low-key commercials feature two ageing rustics, apparently the product's owners, laconically discussing the Winecooler's merits and mildly suggesting that the great American public might like to try it.

Advertisements which once would have screamed and shouted and sung cloying jingles have changed into a minor key. Honda is running a visually intriguing number comparing the price of second-hand cars with new Hondas. Meister Beer uses a witty and subtly filmed wedding vignette to promote its virtues. Even the airlines, notably TWA, are adopting unusually tasteful approaches.

In the area of eroticism, the leaders are Calvin Klein, Guess Jeans and a Cher spot for a Californian health spa. Resembling editorial fashion spreads by Helmut Newton, the ads are undeniably sexist but they also represent a breakthrough for the usually prudish American networks.

At last year's Cannes International Advertising Film Festival, America surprised the normally triumphant British by walking off with many of the main prizes. After years in the doldrums, the American ad business has been revitalized and is producing intelligent and effective work.

Oily frontmen remain, but they are a minority

At the same time, there appears to be some slippage in British TV advertising. At one of this year's numerous self-congratulatory awards events, it was significant that many of the hauls went to the Hamlet and Heineken campaigns, two of the longest-runners in the business.

Of course, the news from America is not unreservedly good. It is still possible to see an egregiously oily frontman shooting the client's brief at an unsuspecting camera. But these days, instead of being surrounded by clones, the Honest Joe figure is very much in a minority.

Brian Davis
© Times Newspapers Ltd 1987

Jonathan Miller on the revolution in the way daily newspapers are distributed

A worrying, testing time, it is how John Fitzgerald, British Rail's national business manager for the newspaper industry, describes the new era of newspaper distribution. Each night, Fitzgerald runs 100 special trains out of London, Manchester and regional centres, carrying the majority of the country's morning newspapers.

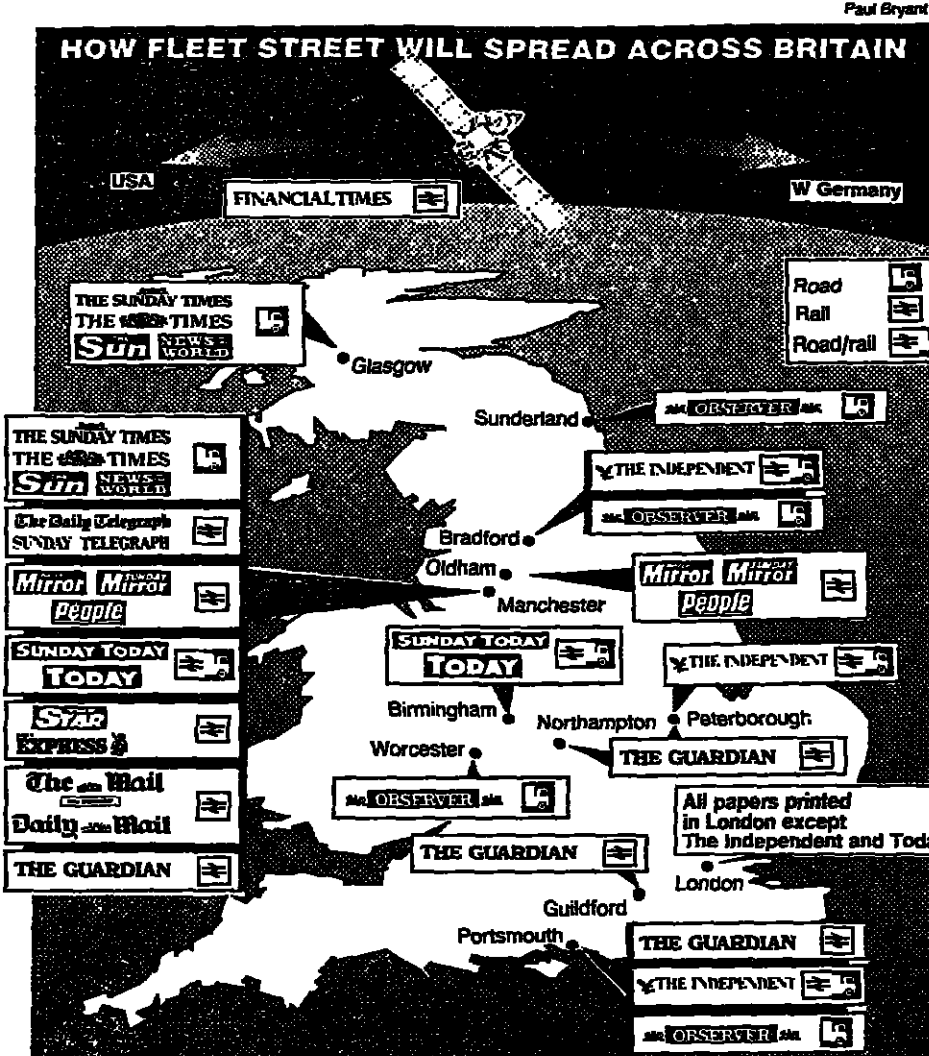
But soon Fitzgerald and his trains could be redundant, victims of the Fleet Street revolution that is radically changing the means by which the modern newspaper reaches its readers every day.

And the changed pattern includes much more than the rail/road switch; the national press is going to the people on an unprecedented scale, with pages sent to provincial printing centres by facsimile transmission and newspapers with international editions, like the *Financial Times*, sending pages to continental Europe and North America by satellite.

For as long as anyone can remember, national newspapers have been driven to London's rail termini each night. There, they have been loaded on to special trains where they are sorted into bundles and dropped off at hundreds of stations throughout the country, where they are collected by wholesalers and delivered to newsagents.

The possible future pattern for newspaper distribution emerged after News International moved to Wapping. The company switched to distribution by road.

Other proprietors have started looking at their distribution techniques to see whether British Rail will remain the primary hauler in the emerging era of devolved printing centres.



Trains and trucks: can British Rail retain its business in the age of regional printing?

So far, the revolution is incomplete. The *Observer* is now distributed entirely by road. *The Independent* and *Today* are using a hybrid system of trains and trucks. The other nationals are involved in negotiations with British Rail and various trucking companies in efforts to work out new arrangements.

British Rail, for whom the newspaper business is worth £21 million a year in revenues, is not sitting still. In recent days, Fitzgerald has begun presenting a new option to publishers, involving a streamlined rail network supplemented by trucks. He remains confident that he can

offer the best quality service, although not necessarily the cheapest.

It is generally agreed that the key to British Rail's future as a newspaper distributor is held by Mr Robert Maxwell, proprietor of the *Mirror* Group.

When he launched his *London Daily News* earlier this year, he created a company, *Newsflow*, in partnership with National Freight, to distribute it to newsagents and street vendors.

For sound business reasons,

Soviet + union = ban

The Soviet authorities and the ACTT have combined to limit ITN's ability to cover news stories properly in the Soviet Union. When ITN wanted to set up a Moscow bureau last year for what it described as a "hardship post", it decided to send crews there on a six-week rotating basis.

ITN thought it had official blessing from the Russian embassy in London, but in Moscow the Foreign Ministry declared that these rotating crews could not be given full accreditation like other foreign news crews living permanently in the city. Without that accreditation, the ITN team could not wander round Moscow freely or enter and leave the country at will. Moreover, the Soviets said ITN could only use a two-man crew (as the BBC does) to shoot and edit its pictures, whereas ITN's present union agreement stipulates three.

ITN is still negotiating with the ACTT for an exception to be made, and its Moscow correspondent, Ian Glover-James, is about to go back there, to cover events with pick-up Soviet crews.

Chilton moves in

Robert Maxwell's ailing magazine publishing ambitions have been somewhat revived by the appointment of Ron Chilton, former IPC chief executive, as an adviser to his British Magazines Publishing Corporation. Chilton has a large budget to launch or acquire consumer and trade titles, though acquisition seems the likeliest short-term course after the expensive flop of *Sportsweek*.

BMPC has so far looked at the possibilities of launches in sectors like up-market cookery and computers, and a European TV listings magazine may be on the cards.

LWT unamused

London Weekend Television is peeved that it was piped into third place (behind the Netherlands) by just one jury vote at last week's international entertainment television festival in Montreux. Its entry, the Torvill and Dean skating spectacular, *Fire and Ice*, stood out from the glut of comedy entries, more so than *Now - Something Else*, the BBC entry (winner of the Press Prize) which was beaten by the Golden Rose, improbably, by a Swedish sketch show recorded entirely in English.

Talking Rose

The Red Rose group of ILR companies, owned by News on Sunday saviour Owen Oyston, is launching a publishing innovation — the "radiopaper" — following its purchase of the Preston-based Trader Group of free

newspapers. Next month the Trader papers will re-emerge carrying no news but schedule information for Red Rose's stations in Preston, Leeds and South Wales, plus competitions and material written by the station presenters. Another innovation will be the joint selling of advertising for both media.

Briefing . . .

The J Walter Thompson agency is facing the embarrassing situation of having its New York office reduced to a smaller size than its British one with the news that its second largest client, Burger King, is reviewing its account. The flourishing JWT London is spearheaded by a shake-up of the JWT group. Continuing his efforts to raise the profile of BBC External Services, John Tusa, its managing director, has relaxed a ban on Bush House staff being by-lined when contributing to outside newspapers and journals. . . . Little Sister, a co-produced BBC psychological thriller film drama, is the first to get a one-off unit agreement to allow it to be distributed through cinemas outside the UK. . . . Scottish Television is to opt out of ITN's general election results show and will stage its own. . . . In the wake of the success by German publisher Gurner and Jahr with the British version of its magazine, *Prima*, another German publisher, Verlag Aenne Burde, which sells 2.5 million copies of its *Burden Mode*, is planning a similar launch in Britain next year.

David Housham

DORSET INSTITUTE OF HIGHER EDUCATION

DEPARTMENT OF BUSINESS MANAGEMENT

Division of Marketing

LECTURER IV SENIOR LECTURER in MARKETING MANAGEMENT

POST NO 4652

Applications from candidates with research/consultancy/business experience in strategic marketing would be particularly welcome.

Salary range: £8,595-£14,820.

Starting date: 1st September, 1987.

Closing date: 25th May, 1987.

Interviews will be held week-ending 29th May, 1987.

Further details and application form from:

Staffing Officer
Dorset Institute of Higher Education
Wallisdown Road
Poole, Dorset
BH10 5BB

Tel (0202) 524111 ext 5031

MARKETING ASSISTANT CAREER OPPORTUNITY

A rare opportunity has arisen in a prominent & prestigious Design Consultancy in SW1 for a Marketing Assistant. Candidates will assist in new business development & training will be given in monitoring press, identifying new target sectors & follow-up calls. You will organise new business meetings, lunches & functions & have responsibility for client contact & business enquiries. Although not a major part of the position good typing and preferably WP experience are essential to produce key marketing reports & presentations as accurately as possible.

Although not essentially a graduate position you must be well educated, enthusiastic & prepared to work hard to take advantage of this career step into the Executive World. Age 22 plus. Salary £10,000.

Susan Beck RECRUITMENT 01-584 6242

ADVERTISEMENT MANAGER DESIGNATE

Display Advertisement Sales Person wanted to sell new high technology magazine. The position would suit an ambitious person who is prepared to work hard to progress fast. The right applicant will quickly make Advertisement Manager provided she or he has what it takes to sell in a competitive environment. Generous salary, car and the usual benefits. Write or telephone today. JOHN GOLD (0888) 4881 02 Publishing, Aztec House, Vulcan Way, New Addington CR9 5UG.

ADVERTISEMENT SALES EXECUTIVE REQUIRED FOR "BUILDERS' MERCHANTS NEWS"

We are looking for an enthusiastic sales professional to work on the market leader. If you are not afraid of hard work and recognise an excellent career opportunity when you see one, we would like to hear from you. In return we can offer you an excellent salary, quality car, superb sales support and every opportunity for development and promotion within a progressive and expanding company. Interested?

Please phone: CHRIS KELLER, PUBLISHING DIRECTOR, B&M PUBLICATIONS (LONDON) LTD, PO BOX 11, BEDFORD HOUSE, BRIDLE PATH, CROYDON CR9 4NL. Tel: 01-499 4389

B&M

PR ACCOUNT EXECUTIVE

London MCI PR Consultancy needs creative ACCOUNT EXECUTIVE with minimum two years experience — proven writer and communicator — consumer accounts entirely in cookery/home interests. Salary negotiable. CV to:

Strinsky Thompson PR
25 Lloyd Baker Street,
London WC1X 9AU.
Tel: 01-833 3373

EARNINGS £1,000 PW OBTAINABLE

£35K PA POSSIBLE
£20K PA PROBABLE
Major International Publisher requires well educated, lively and articulate people able to communicate at Director level and make a career in advertising sales. Please Ben Crocker 01-240 1515

SAVILLS

GRADUATE - PROPERTY RESEARCH/PA
Superb opportunity for young graduates (24-32) to co-ordinate provision of corporate, financial and business information to our busy City survivors. Emphasis will be on a substantial Docklands development.

You should be flexible, self-motivated and ready to deal with clients at all levels. Previous experience in property and/or financial sectors is preferred. Knowledge of IBM PCs particularly companies with database will be required. We are offering a highly competitive salary with fringe benefits for this key position. Please apply to writing with full curriculum vitae to Christine Townsend, Staff Secretary.

01-499 8644 20 Grosvenor Hill, London W1X 0HG

SALES/PR

21 - 35 yrs
Australian Marketing Company now in U.K. dealing with Car Industry needs self motivated career oriented people to complete our team.

The successful applicants will be well groomed and have the ability to liaise on all levels and a strong desire to earn top money.

All training is provided, base salary plus commission.

For interview phone: Bridgette Hutchinson
AMS UK LTD
1A Knoll Rise,
Orpington
Kent BR6 0LR
Tel No: 0689 36966

Assistant Editors required by Forum and Penthouse Magazine

Outstanding opportunity to get into this exciting field. We are looking for excellent subbing skills, a highly organised approach to work, enthusiasm for the subject (I) and a light, witty writing style with a flair for headlines, intros and captions.

The successful applicants will work with a small team on magazines which demand the highest production standards.

At least two years experience is necessary and salary will be on a scale from £8,000 - £11,000.

Apply to the Personnel Manager, Penthouse Magazine, PO Box 381, Mill Harbour, London E14 9TW.

STARTING A NEW CAREER?

UP TO £20,000 pa ote (basic + commission)

Direct Marketing and Promotions Company is seeking a number of ambitious self starters to join its highly successful sales operation. You should preferably be aged between 22 and 40 and have a current driving licence.

Vacancies exist in S.E. and S.W. London postal districts, Kent and Surrey, and our rapidly developing company provides opportunities to suitable candidates for early progression into management.

Previous sales experience is not essential as we will provide full sales and product training and continuous sales support and training in the field.

We offer: • First Class Training • Excellent remuneration • genuine career prospects. Interested? Then send CV or telephone for application form to: Optimum Publicity Ltd, 47 Homestead Road, Bromley, Kent, SE2 8LY Telephone 484 5544.

£8,000 PRODUCTION MANAGER

For designer knitwear business. Responsibilities include ordering yarn and overseeing knitting agents, would suit enthusiastic and adaptable person with organisational abilities and who enjoys dealing with people. Leave your name and number on 01 581 8674 and we will call you back.

ADVERTISING MANAGER

required for consumer boosting magazine in medium-sized periodicals group. Involving position with rewards for person who can sell.

CV to: T. A. Morgan
A. E. Morgan Publications Ltd,
Stanley House, 9 West Street,
Epsom, Surrey KT19 7RL.
Telephone: Epsom 41411

MARKETING & COMMUNICATIONS MANAGER

East Midlands Arts, a progressive regional arts association, is looking for someone to sustain existing marketing services and develop and implement communications strategies. You will have proved yourself as an innovative marketer and be able to demonstrate skills in motivation, initiation, communication and creativity.

SALARY SCALE £13,260 - £15,627
Closing Date 8 June 1987

East Midlands Arts welcomes applications from all sections of the community, irrespective of an individual's gender, ethnic origin, colour or sexual orientation and from people with disabilities who have the necessary attributes for the job.

A job description is available from the Director, East Midlands Arts, Mountfields House, Forest Road, Loughborough, Leics, LE13 3HU (0509) 218292

EAST MIDLANDS Arts

MARKETING AND SALES MANAGER

Package to £20K plus car Lincolnshire

This is a real opportunity for a well trained and experienced marketing and sales professional to make a very large impact on the progress of our small but rapidly expanding company.

Eminox have created a market for superior performance exhaust systems for large vehicles and other applications, and we are now looking to build further on our success. To achieve this, we need an energetic and strong-minded person who combines both theory and practice; who is motivated by achievement; who can not only make an immediate contribution to marketing and sales strategy and practice, but who also has the personal qualities, drive and ambition to grow with the company.

The benefit package to be negotiated includes salary and bonus, medical insurance, relocation costs and executive car.

Candidates, between 30 and 45 years old, are invited to apply with full CV to:

Mr R Bradford
Eminox Ltd
Tilbridge Lane
Sutton
Lincoln LN1 2SX

SOTHEBY'S

FOUNDED 1744

ASSISTANT TO THE MARKETING DIRECTOR

Responsible for the promotion of Sotheby's publications, you will be involved in defining and implementing strategy for direct marketing projects, as well as their subsequent follow up.

You will be over 25 with at least 2 years Direct Marketing experience; have excellent organizational and communication skills and be able to work on your own initiative within the Marketing team.

Salary range: £9,200 - £11,500 p.a.
Please send your cv. to: Sotheby's Personnel Department, 34/35 New Bond Street, London W1A 2AA.

INTERNATIONAL MAGAZINE PUBLISHERS

Required enthusiastic Advertising Sales Exec's. Basic + high commission. O.T.E. £11,000. Phone John Waters 405 1389

PERSONNEL Fashion Co.

Great opp to be involved in all aspects of personnel. Interviewing, staff welfare, etc. £19K package, super perks. 01-251 9386
DLC ASSOC REC CONS.

CREATIVE & MEDIA COMMUNIQUE

INTERNATIONAL SPONSORSHIP MANAGER

fmcc - based in Central London
£20,000 to £25,000

exceptional package and prestigious company car

This billion dollar multinational has a high degree of consumer awareness, and operates throughout the world with exciting fmcc brand leaders in foods, drinks and tobacco. Recent new product development has generated impressive growth for their superb range of brands and, because the group's major division is relocating its international marketing department, a professional in sponsorship is now sought.

Reporting to the Director of Sponsorships and Promotions you will take responsibility for public

relations, hospitality plans and personalised lively worldwide, co-ordinating in particular the activity on motor sport. Similar adventure-based trophies are competed for throughout the world and a global interface-ability is, therefore, paramount.

Today you are of graduate calibre and around 30 years of age, with a keen interest in, and knowledge of, motor sport. You will already be in a sponsorship post and see this as an opportunity to combine your career with your interests. Obviously international travel is required as is an adventurous spirit. Ref: 5564

Qualified candidates (M/F) should telephone RHP SELECTION and speak with the recruitment consultants advising on this appointment.

MANAGEMENT, MARKETING, SELECTION, TRAINING

RHP, 22-24 Cross Street, Reading, Berkshire, RG1 1ST. Telephone: (0734) 997667 Telex: 849021

RHP

TV NEWS WRITERS

Visnews is the world's leading supplier of international TV news material. Our services are used by over 400 broadcasters and we have camera crews and editorial staff on location around the world.

Writers are responsible for writing scripts and producing shotlists for daily satellite feeds, cassette syndication and our international sports news service. Working to rolling deadlines, writers are also involved in editorial meetings, research and the monitoring of incoming material.

Clearly, the job calls for a sound background in television journalism. In return, we offer a starting salary which, with allowances, will be around £14,000 p.a.

If the scope and prospects of the world's largest TV news service attracts you, then please write with full cv, to: John Marshall, Personnel Manager, Visnews Limited, Cumberland Avenue, London, NW10 7EH. Tel: 01-965 7733.

VISNEWS

Expansion, development and promotion have all generated new opportunities within the fast-growing EMAP-Maclaren Communications Group.

We are consequently looking for people already experienced and successful in advertisement sales and sales management to join the company and participate in its growth into the 1990s. Currently, we are looking for:

DISPLAY ADVERTISEMENT REPRESENTATIVES

to each work on two successful monthly magazines, and another to fill a senior position on a major weekly publication.

DISPLAY ADVERTISEMENT MANAGERS

to head-up two highly-effective and effective monthly publications.

GROUP SALES MANAGER

to motivate and manager a group of four titles, each successful in its own field. This post carries the responsibility for a £2.4 million turnover.

EUROPEAN SALES REPRESENTATIVE

A new position to aid and support the rapidly-expanding European sales activity. Applicants should be conversant in both German and Italian.

CLASSIFIED SALES EXECUTIVE

to compliment a successful and highly-motivated classified telesales department.

Each position requires applicants who have a personal drive and commitment, a clear indication of self-development, an ability to work well with others and demonstrate success in their current positions.

In return, successful candidates will receive an above-average salary commensurate with experience and ability, good commission, attractive bonuses, pension, share option schemes, training, clear objectives and a real opportunity to share in the success of one of the fastest-growing business-to-business publishing houses in the industry.

If you have the qualities we are looking for, aged between 20 and 35, and would like to discuss your abilities with us, contact David Epps, Advertisement Director, in the first instance and take the first step in advancing your career.

David Epps, Advertisement Director
MacLaren Publishers Limited
MacLaren House, Scapbrook Road,
Croydon, CR9 1QH. Telephone: 01-688 7788
MACLAREN PUBLISHERS LIMITED

A member of the EMAP-Maclaren Communications Group

PUBLIC RELATIONS APPOINTMENTS

INDUSTRIAL/TECHNICAL
A highly professional consultancy has an opening for an exec. with 25 yrs Cons. exp and exc. writing skills. Languages useful. £15K

TOP CLASS GRADUATES
Unique trainee positions are now available in the fields of Property and High Tech PR. Utilise your active interest in writing and Public Relations in conjunction with a bright & determined personality to secure one of these much sought after vacancies. A strong commercial awareness an advantage. £7K - £10K

PROFESSIONAL PR
A unique chance for an ambitious account executive to build their own PR division, has just become available. In return for such a challenging opportunity this well established consultancy wants an experienced person with a strong bias towards creative solutions and corporate image. Utilise your excellent writing skills, Press Relations experience and 2-3 yrs in Professional, Industrial or Institutional PR to secure this unusual vacancy.

CONSTRUCTION
Exciting executives are required to join this young dynamic team. Exceptionally high rewards in return for first class writing skills and knowledge of the construction industry. Journalistic background useful. £15K + car.

HIGH TECHNOLOGY
Bright young executive wanted to deal with the Corporate Business-to-Business aspect of High Tech PR. Over 18 mths consultancy experience with emphasis on Press Relations. Exc. writing skills. £21K - £25K

For any of the above vacancies please contact: Sarah Watson or Sarah Thomas on 01-408 1616

Marketforce
APPOINTMENTS

PR SPECIALISTS

16 Dover Street, London W1X 3PB Telephone 01-408 1616

PRESS OFFICER

Frost & Sullivan, a leading US-owned business information company, requires a bright Press Officer for its small, busy London press and publicity department.

Essential requirements:

- Experience in press office, writing press releases or proven journalistic experience.
- Typing/key-board skills - min 50 wpm - as department will soon be computerised.
- Good memory and attention to detail
- Non-smoker
- Dynamic, outgoing, cheerful, diplomatic, resourceful, organised and flexible personality.

Preferred:

- Fluency in any European languages, especially German
- Graduate and/or CAM-trained
- Familiarity with information technology

The Job:

To promote all Frost & Sullivan's information products and services in Europe with individual responsibility for the publicity and press coverage of the company's seminar business.

Salary: approx £10,000 (neg. according to experience)

Please write with your CV to the address below, quoting our reference no. T1/20/5 Elizabeth Asher

Frost & Sullivan Ltd.

Sullivan House, 4 Grosvenor Gardens, London SW1W 0DH.

SENIOR SALES EXECUTIVE

WANTED VERY MUCH ALIVE

CATERER & HOTELKEEPER is seeking a high calibre professional salesperson. Results speak louder than words—only those who are confident of their own abilities should apply.

CATERER & HOTELKEEPER is the acknowledged market leader in a highly-competitive market place. This is an excellent opportunity for an ambitious salesperson to further their career with Reed Business Publishing's No. 1 journal.

The rewards are high, salary is negotiable, and the successful applicant will be expected to earn high bonus and commission. This is not a 9-5 job, but if you thrive on a challenge and enjoy selling in a competitive market you could be the person we are looking for.

Applications to Tania Day, Personnel Dept., Room 1524, Quadrant House, The Quadrant, Sutton, Surrey SM2 5AS.

REED BUSINESS PUBLISHING

TELEFORCE
0000000000000000

THE AGENCY FOR TELESales STAFF

We have a wide range of job opportunities for telesales professionals in Greater London. If you have telesales or telemarketing experience at any level and are looking for a new challenge

RING HELEN HARPER 01 567 1722
9-11 New Broadway, Ealing London W5 2NH
Emp. Adv.

Northern Ballet Theatre
wishes to appoint as

ARTISTIC DIRECTOR

In succession to Robert de Warren, whose appointment to La Scala, Milan, was recently announced.

Full details are available from:

The Administrator, Northern Ballet Theatre,
11 Zion Crescent, Hulme Walk, MANCHESTER, M15 5BY
Tel: 061-228 3309

Applications should be received before Monday June 29, 1987

Northern Ballet Theatre is an Equal Opportunities Employer

MONEY MOTIVATED MICRO SALES PROFESSIONALS NEEDED - OTE 30K +

- * Do you want to join a fast growing company with secure large territory?
- * Can you offer a minimum of 2 yrs experience?
- * Have you sold IBM or Apple from PCs to Token ring networks or have technical knowledge in Multi user Systems?
- * Do you have a track record & characteristics that make you a winner?
- * Do you require an excellent package?

If YES contact John Sands for an early interview.
Sales & Marketing Division
City Recruitment Consultants
58 Houndsditch, London EC3A 7DL
Telephone 023 4688

"GRADUATES" CAREER IN FASHION

Excellent opportunity for a "graduate" person with new and positive personality and a keen interest in the fashion industry. Full training given and a salary commensurate with experience. £10,000 - £12,000 p.a. + discounts etc.

Full details on
01 734 8466 ext 371384
Strickton Assoc. Rec. Cons.

WEST END ART BOOKSHOP

Wants girl or man over 20 to join small staff.

£7,000
Write with C.V. to
ST. GEORGE'S GALLERY
8 Duke Street
London SW1

ARE YOU A

YOUNG, WELL SPOKEN JUNIOR FOR RETAIL/SALES POSITION IN EXPANDING COMPANY WITH NEW PREMISES IN PIMLICO?
CALL LYDIA 734 2921.

PHOTOGRAPHIC SALES REPRESENTATIVE

Leading photographic studio complex in West London seeks a Sales Representative to join their team. The successful applicant will be ambitious, self motivated and experienced in the photographic industry and be able to carry jobs through from start to finish. Clients range from agencies to individuals.

Good basic salary and commission plus car
Call Fiona Beckett on 01-258 0022

ADMINISTRATION CLERK

We are looking for a mature person with office experience to work in our busy but friendly sales office. Must have a pleasant telephone manner, neat appearance and a good educational background. No telephone sales. Some typing will be required. Full training given. non-smoker. 35 hrs week. Good salary, holiday, annual wage review. Salary approximately £10,000 net negotiable according to experience. We are a company with a commitment to the highest quality of working conditions and employee welfare.

Please telephone the Administration Manager
MARGO INTERNATIONAL FABRICS LTD
ANN FRENCH DESIGN
108 Shakespeare Road, London SE24 0QQ

COMMODITIES TRAINEES

£14,500 London
One of the UK's largest futures houses needs young professional grad for excellent career dealing with US markets. Superior training with good mgmt prospects.

Applicants must live within commuting distance.
URGENT - TEL ASHLEY
AMA REC CONS
01-631 3275

PHASE EIGHT

Ladies' Fashion Group needs two full-time Sales Assistants. experience preferred. One for New King's Road shop and one SW London based. Salary negotiable and perks.

Please ring:
Antonia, 01-351 5137

Experienced greetings card Art Editor

required for expanding department in delightful NW1 offices. An awareness of market trends is as essential as previous greetings card experience (and a sense of humour).

Handwritten applications with full C.V. and details of present salary to:

Simon Kingston,
Gordon Fraser Gallery,
Fitzroy Yard, Fitzroy Road,
London NW1 8TT

SUCCESSFUL SALES PEOPLE WANTED TO JOIN A SUCCESSFUL SALES TEAM

- * Have you been selling for one year or more?
- * Can you demonstrate a successful track record in selling advertising?
- * Do you have a desire to succeed and want a challenging sales job with career promotional prospects?
- * Plus an excellent basic salary and commission with no upper limit.

Please write or telephone:
Lionel Thain, Publishing Holdings PLC,
26 Queensway, London W2
Tel 01-229 3488

YOUNG EXECUTIVES GRADUATES

If you want the same excitement and financial rewards of working in the competitive market and think you can take the pressure, join us and learn how telephone selling can give both that excitement and reward. If you can pass our audition process you can expect to earn up to £15,000 by the end of this year.

Call Stirling Johnstone on 01 935 0819.

Marketing Manager

CONSUMER GOODS

North West Circa £24,000+ Car

Apply your classical marketing skills with a £100m+ manufacturer of renowned national brands, where major NPD programmes are already in place to maintain profitable growth within the fastest expanding sector of the marketplace.

To succeed in this fiercely competitive environment, experienced high calibre graduate marketers must demonstrate:

- First class abilities in strategic planning and execution of the full marketing mix.
- An excellent track record in brand repositioning and support programmes.
- Major main media budget control.
- Clear capacity for conceptual thought and creative flair.
- Ability to motivate a keen, young team.

Exceptional career prospects within this prestigious group are backed by a comprehensive benefits package.

Interested applicants should send a comprehensive CV including personal, career and current remuneration details, quoting reference 1210/TT.

Wickland Westcott & Partners

LONDON PARIS BRUSSELS DUBLIN
Executive Selection/Management Development
Springfield House, Water Lane, Wilmslow, Cheshire SK9 5QS.
Telephone: (0625) 532446.

OFFICE JUNIOR £6,000

Fantastic opportunity for first jobber to enter the world of PR. Bright, articulate junior required for small, busy consultancy based in Knightsbridge, opposite Harrods. Excellent telephone manner and fast accurate typing essential. Must be enthusiastic and hard working. Good prospects.
Call Rita Hanlon on 01 589 7463 (No Agencies)

WE'RE REALLY CREATING!
Our group marketing dept. in North Finchley offers for all the advertising and marketing requirements of Pepsis and its creative studio is expanding. If you are talented and fully competent at the preparation of advertising material, even at least 3 years studio experience, an elevated and valuable to creative design, telephone Sue Wright, our Marketing Assistant, for a short chat.
01-445 8888, ext. 217

TELESALES/ADVERTISING SALES EXECUTIVE

Required for a leading and expanding publishing Company. Experience of at least one year essential. Drivers licence an advantage as car access may be required for field work. If you are interested in a challenge and a rewarding career, Telephone Verna on 980-4444, Ext 202

Ad Sales Trainees

Trainee Sales Executives wanted for established and expanding publishing consultancy working on a range of consumer titles. Salary £8,000 - £9,000 plus bonus.

C.V.s please to Reach Communications Ltd, London Int'l Press Centre, 76 Stone Lane, London E3A. Tel: 01-533 1188. John Leonard or Michael Carl

City Recruitment Consultants

SALES? LOOKING FOR A CHANGE? £32K

We have a number of companies that urgently require high calibre sales executives. You must be able to show good organisational skills, and a successful sales track record which may have been obtained in the service industries, computers or peripheral market. The ability to work under pressure with a bright personality and as part of a professional team will result in earnings of £40K (no ceiling). Training in the applicable area is given.

For immediate interview for this exciting challenge ring Paul Errington or Brian Jackson.

CITY RECRUITMENT CONSULTANTS
SALES & MARKETING DIVISION
58 Houndsditch, London, EC3A 7DL
Tel: 01-623 4688

PUBLISHING

TRAINEES

A leading national newspaper group, a TV contractor plus two top London publishers of business magazines require dynamic, ambitious trainee advertising sales executives, preferably of graduate standard. These positions are challenging and stimulating and offer excellent training and management prospects. Applications from 1987 graduates welcome.

EXPERIENCED AD PEOPLE

1. Top consumer grocery title requires an upmarket smart sales executive - very much a personality sell. £12,000 +
2. Prestigious publication for the video/film industry - opportunity to travel abroad attending festivals etc.

For the above positions and many more call Rachelle Eastman or Fiona O'Sullivan between 9am-6pm.

REC CONS.

CARRERAS LATHANE ASSOCIATES

01-439 9634

ADVERTISING SALES

£17,000 + Car
You will be visiting ambitious but all energy and looking for a new challenge with great prospects. We offer high basic £10,000 plus OTE of car, promotional projects, personal services, computer and full training. Experienced sales people from any discipline please. Please call Alastair James 01 439 5308

هكذا من الأصل

THE TIMES INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Saturday section by a preview of the week ahead. Items for inclusion should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN



BOOKING KEY
★ Seats available
★ Returns only

THEATRE
LONDON

★ **THE AMEN CORNER:** James Baldwin's powerful drama of a Harlem preacher facing revolt in congregation and family. Lyric Theatre, Shaftesbury Avenue, W1 (01-437 3688). Tube: Piccadilly Circus. Mon-Fri 8-10.30pm, Sat 8.15-11.05pm, matinee Wed 5-5.50pm, Sat 4.30-7.20pm, £4.50-£14.50.

★ **BRIGHTON BEACH MEMOIRS:** Neil Simon's vivid recollection of a Brooklyn childhood. Waves of emotion. Dorothy Tutin in an NT transfer. Aldwych Theatre, Aldwych, WC2 (01-836 6404, cc 01-379 6230). Tube: Holborn. Mon-Fri 7.30-9.45pm, Sat 8.30-10.45pm, matinee Wed 5-5.15pm, Sat 5-7.15pm, £4.50-£13.50.

★ **BUILT ON SAND:** New play by Daniel Mann relating the legacy of Northern Ireland to the passions of ancient Greece. Theatre Upstairs, Royal Court Theatre, Shaftesbury Avenue, W1 (01-732 2554). Tube: Shaftesbury Avenue. Mon-Fri 7.30-10pm, Sat 8-10.30pm, Mon-Fri 7.30-10pm, Tue-Fri 7.30-10pm, Sat 8-10.30pm, £2.50-£12.50.

★ **CANARIES SOMETIMES SING:** Lorraine Hansberry's 1959 comedy: two couples wonder if they would be happier with different mates. Albery Theatre, St Martin's Lane, WC2 (01-836 3878). Tube: Leicester Square. Mon-Sat 8-10.15pm, matinee Thurs 3-5.15pm and Sat 5-7.15pm, £5.50-£13.50.

★ **EMILIA GALOTTI:** The interesting Polcany tackles Lessing, founder of German drama: a girl's ambivalent feelings for her licentious prince. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **FAIR MAID OF THE WEST:** On its successful transfer from Stratford, Imelda Staunton plays the adventurous maiden, Bess Bridges in Thomas Heywood's entertaining play, directed by Trevor Nunn. Mermaid Theatre, Puddle Dock, EC4 (01-236 5558). Tube: Aldgate. Mon-Fri 7.30-10.30pm, Sat 8-10.30pm, £2.50-£12.50, mat. Thurs and Sat 2-5pm, £2.50-£10.50.

★ **PEOPLE SHOW NO 92:** The company came out the Choo-Choo for Chatterbox and take along every film train song plus Trotsky's murder with ice-pick, jazz and a whole lot more. Shepherd's Bush Green, London W12 (01-743 3388). Tube: Shepherd's Bush/Goldhawk Road. Tues-Sun 8-9.30pm, £3-4.50, mat. Thurs 2-5pm, £2-3.50.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE RESISTIBLE RISE OF ARTURO UI:** Griffith Jones as Enoch's gangster leader learning to run the world. Queens Theatre, Shaftesbury Avenue, W1 (01-734 1166). Tube: Piccadilly Circus. Mon-Fri 7.45-10.15pm, Sat 8-10.30pm, matinee Wed 5-5.30pm, Sat 4.30-7pm, £2-£13.50.

★ **THE TICKET-OF-LEAVE MAN:** The 1932 comedy about a prisoner of war who escapes to become a famous Victorian social drama. Theatre Royal, Gerry Rafferty Square, London E15 (01-534 0810). Tube: Stratford. Mon-Sat 8-10.45pm, £2-£25.

★ **LONG RUNNERS:** The Business of Murder. Mayfair Theatre (01-629 3036) ... ★ Cactus New London Theatre (01-405 0072, cc 01-404 4079) ... ★ Chess: Prince Edward Theatre (01-734 8951) ... ★ 42nd Street Drury Lane Theatre Royal (01-636 0108/90 or 01-240 9066/7) ... ★ The End of the Affair. Theatre (01-636 7511/7558 and 01-240 7913/4) ... ★ Les Misérables: Palace Theatre (01-434 0369) ... ★ The Merchant of Venice: St Martin's Theatre (01-338 1443, cc 01-379 6433) ... ★ No Sex, Please, We're British: Duchess Theatre (01-436 0117) ... ★ Phantom of the Opera: sold out until October. Her Majesty's Theatre (01-338 2244, cc 01-379 6131, 01-212 7203) ... ★ The Boy Who Swam with Piranhas: Criterion Theatre (01-530 3216, cc 01-379 6565) ... ★ Starlight Express: Apollo Victoria Theatre (01-826 6555, cc 01-630 6262) ...

★ **BUILT ON SAND:** New play by Daniel Mann relating the legacy of Northern Ireland to the passions of ancient Greece. Theatre Upstairs, Royal Court Theatre, Shaftesbury Avenue, W1 (01-732 2554). Tube: Shaftesbury Avenue. Mon-Fri 7.30-10pm, Sat 8-10.30pm, Mon-Fri 7.30-10pm, Tue-Fri 7.30-10pm, Sat 8-10.30pm, £2.50-£12.50.

★ **CANARIES SOMETIMES SING:** Lorraine Hansberry's 1959 comedy: two couples wonder if they would be happier with different mates. Albery Theatre, St Martin's Lane, WC2 (01-836 3878). Tube: Leicester Square. Mon-Sat 8-10.15pm, matinee Thurs 3-5.15pm and Sat 5-7.15pm, £5.50-£13.50.

★ **EMILIA GALOTTI:** The interesting Polcany tackles Lessing, founder of German drama: a girl's ambivalent feelings for her licentious prince. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **FAIR MAID OF THE WEST:** On its successful transfer from Stratford, Imelda Staunton plays the adventurous maiden, Bess Bridges in Thomas Heywood's entertaining play, directed by Trevor Nunn. Mermaid Theatre, Puddle Dock, EC4 (01-236 5558). Tube: Aldgate. Mon-Fri 7.30-10.30pm, Sat 8-10.30pm, £2.50-£12.50, mat. Thurs and Sat 2-5pm, £2.50-£10.50.

★ **PEOPLE SHOW NO 92:** The company came out the Choo-Choo for Chatterbox and take along every film train song plus Trotsky's murder with ice-pick, jazz and a whole lot more. Shepherd's Bush Green, London W12 (01-743 3388). Tube: Shepherd's Bush/Goldhawk Road. Tues-Sun 8-9.30pm, £3-4.50, mat. Thurs 2-5pm, £2-3.50.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **CHILDREN OF A LESSER GOD:** The 1971 film about a young boy who is abandoned by his mother and grows up in a London slum. Directed by Peter Jackson. The London Bach Society (01-370 2636, cc 01-373 6930). Progs 2.00, 6.00, 8.00.

★ **THE TICKET-OF-LEAVE MAN:** The 1932 comedy about a prisoner of war who escapes to become a famous Victorian social drama. Theatre Royal, Gerry Rafferty Square, London E15 (01-534 0810). Tube: Stratford. Mon-Sat 8-10.45pm, £2-£25.

★ **LONG RUNNERS:** The Business of Murder. Mayfair Theatre (01-629 3036) ... ★ Cactus New London Theatre (01-405 0072, cc 01-404 4079) ... ★ Chess: Prince Edward Theatre (01-734 8951) ... ★ 42nd Street Drury Lane Theatre Royal (01-636 0108/90 or 01-240 9066/7) ... ★ The End of the Affair. Theatre (01-636 7511/7558 and 01-240 7913/4) ... ★ Les Misérables: Palace Theatre (01-434 0369) ... ★ The Merchant of Venice: St Martin's Theatre (01-338 1443, cc 01-379 6433) ... ★ No Sex, Please, We're British: Duchess Theatre (01-436 0117) ... ★ Phantom of the Opera: sold out until October. Her Majesty's Theatre (01-338 2244, cc 01-379 6131, 01-212 7203) ... ★ The Boy Who Swam with Piranhas: Criterion Theatre (01-530 3216, cc 01-379 6565) ... ★ Starlight Express: Apollo Victoria Theatre (01-826 6555, cc 01-630 6262) ...

★ **BUILT ON SAND:** New play by Daniel Mann relating the legacy of Northern Ireland to the passions of ancient Greece. Theatre Upstairs, Royal Court Theatre, Shaftesbury Avenue, W1 (01-732 2554). Tube: Shaftesbury Avenue. Mon-Fri 7.30-10pm, Sat 8-10.30pm, Mon-Fri 7.30-10pm, Tue-Fri 7.30-10pm, Sat 8-10.30pm, £2.50-£12.50.

★ **CANARIES SOMETIMES SING:** Lorraine Hansberry's 1959 comedy: two couples wonder if they would be happier with different mates. Albery Theatre, St Martin's Lane, WC2 (01-836 3878). Tube: Leicester Square. Mon-Sat 8-10.15pm, matinee Thurs 3-5.15pm and Sat 5-7.15pm, £5.50-£13.50.

★ **EMILIA GALOTTI:** The interesting Polcany tackles Lessing, founder of German drama: a girl's ambivalent feelings for her licentious prince. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **FAIR MAID OF THE WEST:** On its successful transfer from Stratford, Imelda Staunton plays the adventurous maiden, Bess Bridges in Thomas Heywood's entertaining play, directed by Trevor Nunn. Mermaid Theatre, Puddle Dock, EC4 (01-236 5558). Tube: Aldgate. Mon-Fri 7.30-10.30pm, Sat 8-10.30pm, £2.50-£12.50, mat. Thurs and Sat 2-5pm, £2.50-£10.50.

★ **PEOPLE SHOW NO 92:** The company came out the Choo-Choo for Chatterbox and take along every film train song plus Trotsky's murder with ice-pick, jazz and a whole lot more. Shepherd's Bush Green, London W12 (01-743 3388). Tube: Shepherd's Bush/Goldhawk Road. Tues-Sun 8-9.30pm, £3-4.50, mat. Thurs 2-5pm, £2-3.50.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **CHILDREN OF A LESSER GOD:** The 1971 film about a young boy who is abandoned by his mother and grows up in a London slum. Directed by Peter Jackson. The London Bach Society (01-370 2636, cc 01-373 6930). Progs 2.00, 6.00, 8.00.

★ **THE TICKET-OF-LEAVE MAN:** The 1932 comedy about a prisoner of war who escapes to become a famous Victorian social drama. Theatre Royal, Gerry Rafferty Square, London E15 (01-534 0810). Tube: Stratford. Mon-Sat 8-10.45pm, £2-£25.

★ **LONG RUNNERS:** The Business of Murder. Mayfair Theatre (01-629 3036) ... ★ Cactus New London Theatre (01-405 0072, cc 01-404 4079) ... ★ Chess: Prince Edward Theatre (01-734 8951) ... ★ 42nd Street Drury Lane Theatre Royal (01-636 0108/90 or 01-240 9066/7) ... ★ The End of the Affair. Theatre (01-636 7511/7558 and 01-240 7913/4) ... ★ Les Misérables: Palace Theatre (01-434 0369) ... ★ The Merchant of Venice: St Martin's Theatre (01-338 1443, cc 01-379 6433) ... ★ No Sex, Please, We're British: Duchess Theatre (01-436 0117) ... ★ Phantom of the Opera: sold out until October. Her Majesty's Theatre (01-338 2244, cc 01-379 6131, 01-212 7203) ... ★ The Boy Who Swam with Piranhas: Criterion Theatre (01-530 3216, cc 01-379 6565) ... ★ Starlight Express: Apollo Victoria Theatre (01-826 6555, cc 01-630 6262) ...

★ **BUILT ON SAND:** New play by Daniel Mann relating the legacy of Northern Ireland to the passions of ancient Greece. Theatre Upstairs, Royal Court Theatre, Shaftesbury Avenue, W1 (01-732 2554). Tube: Shaftesbury Avenue. Mon-Fri 7.30-10pm, Sat 8-10.30pm, Mon-Fri 7.30-10pm, Tue-Fri 7.30-10pm, Sat 8-10.30pm, £2.50-£12.50.

★ **CANARIES SOMETIMES SING:** Lorraine Hansberry's 1959 comedy: two couples wonder if they would be happier with different mates. Albery Theatre, St Martin's Lane, WC2 (01-836 3878). Tube: Leicester Square. Mon-Sat 8-10.15pm, matinee Thurs 3-5.15pm and Sat 5-7.15pm, £5.50-£13.50.

★ **EMILIA GALOTTI:** The interesting Polcany tackles Lessing, founder of German drama: a girl's ambivalent feelings for her licentious prince. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **FAIR MAID OF THE WEST:** On its successful transfer from Stratford, Imelda Staunton plays the adventurous maiden, Bess Bridges in Thomas Heywood's entertaining play, directed by Trevor Nunn. Mermaid Theatre, Puddle Dock, EC4 (01-236 5558). Tube: Aldgate. Mon-Fri 7.30-10.30pm, Sat 8-10.30pm, £2.50-£12.50, mat. Thurs and Sat 2-5pm, £2.50-£10.50.

★ **PEOPLE SHOW NO 92:** The company came out the Choo-Choo for Chatterbox and take along every film train song plus Trotsky's murder with ice-pick, jazz and a whole lot more. Shepherd's Bush Green, London W12 (01-743 3388). Tube: Shepherd's Bush/Goldhawk Road. Tues-Sun 8-9.30pm, £3-4.50, mat. Thurs 2-5pm, £2-3.50.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **CHILDREN OF A LESSER GOD:** The 1971 film about a young boy who is abandoned by his mother and grows up in a London slum. Directed by Peter Jackson. The London Bach Society (01-370 2636, cc 01-373 6930). Progs 2.00, 6.00, 8.00.

★ **THE TICKET-OF-LEAVE MAN:** The 1932 comedy about a prisoner of war who escapes to become a famous Victorian social drama. Theatre Royal, Gerry Rafferty Square, London E15 (01-534 0810). Tube: Stratford. Mon-Sat 8-10.45pm, £2-£25.

★ **LONG RUNNERS:** The Business of Murder. Mayfair Theatre (01-629 3036) ... ★ Cactus New London Theatre (01-405 0072, cc 01-404 4079) ... ★ Chess: Prince Edward Theatre (01-734 8951) ... ★ 42nd Street Drury Lane Theatre Royal (01-636 0108/90 or 01-240 9066/7) ... ★ The End of the Affair. Theatre (01-636 7511/7558 and 01-240 7913/4) ... ★ Les Misérables: Palace Theatre (01-434 0369) ... ★ The Merchant of Venice: St Martin's Theatre (01-338 1443, cc 01-379 6433) ... ★ No Sex, Please, We're British: Duchess Theatre (01-436 0117) ... ★ Phantom of the Opera: sold out until October. Her Majesty's Theatre (01-338 2244, cc 01-379 6131, 01-212 7203) ... ★ The Boy Who Swam with Piranhas: Criterion Theatre (01-530 3216, cc 01-379 6565) ... ★ Starlight Express: Apollo Victoria Theatre (01-826 6555, cc 01-630 6262) ...

★ **BUILT ON SAND:** New play by Daniel Mann relating the legacy of Northern Ireland to the passions of ancient Greece. Theatre Upstairs, Royal Court Theatre, Shaftesbury Avenue, W1 (01-732 2554). Tube: Shaftesbury Avenue. Mon-Fri 7.30-10pm, Sat 8-10.30pm, Mon-Fri 7.30-10pm, Tue-Fri 7.30-10pm, Sat 8-10.30pm, £2.50-£12.50.

★ **CANARIES SOMETIMES SING:** Lorraine Hansberry's 1959 comedy: two couples wonder if they would be happier with different mates. Albery Theatre, St Martin's Lane, WC2 (01-836 3878). Tube: Leicester Square. Mon-Sat 8-10.15pm, matinee Thurs 3-5.15pm and Sat 5-7.15pm, £5.50-£13.50.

★ **EMILIA GALOTTI:** The interesting Polcany tackles Lessing, founder of German drama: a girl's ambivalent feelings for her licentious prince. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **FAIR MAID OF THE WEST:** On its successful transfer from Stratford, Imelda Staunton plays the adventurous maiden, Bess Bridges in Thomas Heywood's entertaining play, directed by Trevor Nunn. Mermaid Theatre, Puddle Dock, EC4 (01-236 5558). Tube: Aldgate. Mon-Fri 7.30-10.30pm, Sat 8-10.30pm, £2.50-£12.50, mat. Thurs and Sat 2-5pm, £2.50-£10.50.

★ **PEOPLE SHOW NO 92:** The company came out the Choo-Choo for Chatterbox and take along every film train song plus Trotsky's murder with ice-pick, jazz and a whole lot more. Shepherd's Bush Green, London W12 (01-743 3388). Tube: Shepherd's Bush/Goldhawk Road. Tues-Sun 8-9.30pm, £3-4.50, mat. Thurs 2-5pm, £2-3.50.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.45pm, £5.

★ **THE HOUSE OF SEVEN GIGARS:** A new play by David Hare. Young Vic Studio Theatre, 66 The Cut, SE1 (01-826 6383). Tube: Waterloo 7.

THE ARTS

Designer dullness

In a former age, physicists baffled by the demonstrable increase in weight of burned matter invented a notional substance which they called phlogiston. A similar principle may usefully be applied in other disciplines for the purpose of explaining something which only appears to be present. For some years, the epitome of Tom Wolfe have employed it in the field of manufactured goods, where the new word for phlogiston is "design".

Topped and tailed by Jancis Robinson, the BBC Design Awards (BBC2) ended its

TELEVISION

three-part genediction at the altar of the nebulous deity — the second part was reviewed by William Holmes in this column yesterday — with a rousing call for the viewer to vote for one of the five products short-listed by the programme's dedicated panel.

Beforehand, we saw the members of that panel considering some of the 437 entries submitted. Vying with one another to find individual ways of stating the obvious, the short-listers pecked away at their preferences as though their personal identities depended on the outcome.

Several of the products and company logos displayed on their screens showed "no understanding"; others were variously "patronizing" or "very patronizing".

As a series of entremets to this dull fare, the short-listed entrants were profiled on their home ground. This gave Ralph Steadman the opportunity to boast about his fee for painting the Halley's Comet set of postage stamps. It also enabled a real person, interviewed in front of a stand of foot-spray cans in a branch of Boots, to declare her own rejection of phlogiston. "I'd go for the one that looks a bit nicer," she confided.

Martin Cropper

David Robinson calls the runners in the race for the Golden Palm of Cannes

Will it be Russia's year?

The Golden Palm of Cannes is alongside the Best Picture Oscar, the most coveted prize in cinema. The roll-call of winners over 40 years is an awe-inspiring chronicle of film history, from *The Third Man*, *Miracle in Milan* and *The Wages of Fear* to *Padre Padrone*, *Kagemusha* and *Man of Iron*.

All the same, those competitors who fail to win it can console themselves that there is an equally distinguished list of films and film-makers who have been passed over, from Bunuel's *El and Tristana*, Cocteau's *Beauty and the Beast*, De Sica's *Umberto D* and John Ford's *The Sun Shines Bright*, to *The Sacrifice* last year. Neither Satyajit Ray nor Alfred Hitchcock ever had a Cannes prize.

This year, with Woody Allen's *Radio Days*, Lindsay Anderson's *The Whalers of August* and Federico Fellini's *Intervista* showing out of competition, there were not too many obvious candidates for the Golden Palm. From the start the most-tipped favourites were the two British entries — Peter Greenaway's *The Belly of an Architect* and Stephen Frears's *Prick Up Your Ears* — Souleymane Cissé's *Light*, from Mali, and Nikita Mikhalkov's free interpretation of Chekhov, *Black Eyes*.

At the end of the festival these were joined by a strong Soviet candidate, Tengiz Abouladze's *Repentance*. Completed in 1984, this Georgian production came preceded by a reputation built up since its first Moscow screenings, thanks to *Glenn*, late last year. In the outcome, the impression is of a truly remarkable film that is nevertheless buried in a somewhat overgrown 150 minute running time.

There is no doubt of its revolutionary place in Soviet cinema. For the first time a film speaks openly about the



The Russian contenders: (above) Edisher Giorgobiani as a victim of the terror years of Stalinism in *Repentance*; (left) Marcello Mastroianni and the Lady with the Little Dog (Elena Safonova) in Nikita Mikhalkov's interpretation of Chekhov, *Black Eyes*

years of terror, conspiracy, arrests and show trials. More than this, it does not hesitate to say that the perils did not die with Stalin and Beria, but live on in human nature. Abouladze says he was impelled to make the film after a near-fatal car accident and with the inspiration of Eisenstein's dictum: "The truth will triumph — though we may not live long enough to see it do so".

"I had to make the film — even if it was never seen outside the walls of the Georgian film studios," Abouladze said.

It is the portrait of a tyrant, a caricature figure with Beria's spectacles, Hitler's moustache, Mussolini's black shirt and the characteristics of

Charles Chaplin's Great Dictator. Capriciously he bullies or seduces, and sends people to prison camps with an avuncular smile.

His slogans have the style of Stalinist paranoia: "Be of John's old age. Portraits around us, four are enemies". With the same virtuosity as his earlier *The Wishing Tree*, Abouladze mingles realism, surrealism, fantasy, farce and tragedy.

The outstanding success with the Cannes public was Wim Wenders' *The Wings of Desire* — though a lot of the applause had to be attributed to the overwhelming snobism that has always charac-



terized this festival audience. The film is visually beautiful (with photography by the great French veteran Henri Alekan), but overweeningly pretentious, humourless and finally hollow.

Two angels (Bruno Ganz and Otto Sander) promenade endlessly around Berlin, observing its past, its present and its characters — prominent among them, inevitably, a trapeze artist and a movie star. The film combines the look of city films of the Twenties and the American avant garde of the Fifties.

This year Cannes seemed to be dominated by veterans: the most enjoyable aspect of *The Wings of Desire* was the performance of 86-year-old Curt Bois, whose film career

has been going non-stop since 1908, and included innumerable roles as camp decorators and hairdressers in Hollywood films.

Not even the snob set had any kindness for Jean-Luc Godard's apprehensively awaited *King Lear*, which was commissioned by Cannon Pictures. This is the most cynical trick he has yet played upon his patrons and admirers: a casual assembly of disconnected and mostly non-sensical scenes in which Shakespearean lines occasionally surface without point. Burgess Meredith tries to be Lear, while Godard, disguised as a witchdoctor in a stringy black wig — grows inconsequential maxims out of the corner of his mouth.

Privately public

CONCERTS

Maurizio Pollini Festival Hall

During the course of his interview with Pollini, which appeared on this page on Monday, Richard Morrison emphasized two facts about the pianist which emerged strongly in this Beethoven recital: he is a private man, and he tries to ensure that he knows the significance of every note he plays.

That much was plain in this recital, even in a work as apparently extrovert as the *Appassionata* Sonata. This work requires, and on one level was given, the most tempestuous response, yet still one felt the conflicts were within Pollini's own world.

Even though it seemed that we were witnessing a display of outward-bound virtuosity, in reality Pollini was playing to and for himself, dazzling fingerwork, blazing colours, brittle energy and all. We were all privileged bystanders.

For the remainder of the programme, Pollini duly obliged with some of Beethoven's more obviously intimate sonatas. That in A Flat, Opus 26,

was marked in the first instance by the opening sets of variations, which were taken at a much more measured tread than the Andante indication suggests.

However, it proved to be the ideal speed, allowing each moment of the concentrated weight due to it. But Pollini rarely overworks a gesture either; the Marcia Funebre of this sonata was thus monumental without being grandiose, the Allegro finale crisp, yet fleeting and mysterious.

Similarly, in the E Flat sonata, Opus 81a, *Les Adieux*, Pollini held the more exuberant music in careful balance, though without ever threatening its character. The opening movement of this work can often seem ambivalent; most of it is fast and performances rarely succeed in conveying the emotions normally associated with farewells.

Here, however, Pollini made the paradox a perfectly feasible one, in viewing the music with an unmistakable poignancy. Such was his innate sense of the music's unity that the slow introduction was merged with the main body of the movement as if by an invasion of tentacles.

Stephen Pettitt

Ensemble Modern / Eotvos Elizabeth Hall

The Ensemble Modern of the Junge Deutsche Philharmonie included three electric guitars and some huge drums in their line-up, as well as a resplendent white euphonium that somebody had to keep tugging into and out of. Would that their music had been similarly imposing.

They began with Bernd Alois Zimmermann's *Musique pour les soupers de Roi Urb*, a work far outclassed by two of its successors in the late-1960s wave of ironic anthologizing: Berio's *Sinfonia* is much richer in reverberations, and Davies's monodrama for

another mad king is certainly the snappier black comedy.

The other big work was *Chinese Opera* by Peter Eotvos, the evening's conductor. It was quite mystifying. The programme note suggested a sequence of varied dramatic scenes for paired chamber orchestras and an amplified ensemble, but Eotvos's interest would seem to be much more in the creation of rich sub-aquatic timbres reminiscent of Stockhausen's best period.

So the main pleasures lay in the comparatively short and unpretentious *Impression*, by Isang Yum, a fast-slow-fast movement with strength beneath the dainty figural.

Paul Griffiths

DANCE

Georgian State Dancers Palladium

If I were a young man in Tbilisi looking for a career I should be tempted to think of osteopathy or orthopaedics, since the way the men of the Georgian State Dance Company treat their knees and feet should guarantee no lack of trade.

Both halves of the programme they have brought on their return visit to Britain end with competitive sequences in which, one after another, the men perform their most daring or spectacular step. To my mind the end of the first half, full of jumps and turns, many of them ending with a crash-landing on the knees (the costumes, thank heaven, are protectively padded), is more stirring than the equivalent in part two, in which they all concentrate on that strange, ugly stamping or balancing on the bent-under joints of their toes.

I have to say that, for me, some of the simpler dances in the rest of the show were more impressive, with quick tiny steps meticulously performed in flowing unison.

Much of the men's dancing is based on military traditions, full of pride even when they

are not swiping at each other with short swords, hurling daggers into the stage or imitating the progress of cavalry men.

A particularly welcome contrast is provided by the number based on lelo, a Georgian ball game. This item provides a lot of comedy, especially in the intricacies for a couple of chaps whose rivalry seems to be based more on their business or private life than on the game.

The women are treated with an old-fashioned chivalry in the ensemble dances, but relegated to a secondary place for all that. However, they move with cool poise, even in the numbers where they have to travel with quick, tiny steps, their feet hidden beneath long skirts, to give an illusion of gliding.

The varied heights of the men indicate that the Georgians, like other nationalities, come in all shapes and sizes, but it is clear that the women must be recruited only from the tallest applicants. This gives them an enigmatic grace, but at the cost of individuality.

One surprise: several of the men are clean-shaven. What ever happened to the tradition that every Georgian man must sport a moustache?

The company is at the Palladium for two weeks, after which it will spend five weeks touring Britain.

John Percival

Drawn from life

Portraits Festival Theatre, Malvern

Periodically, throughout his writing life, William Douglas-Home has abandoned his role as licensed jester and made excursions into stage biography. This time it is the turn of Augustus John — like Douglas-Home, a long stayer, and infinitely better company than the ingratiating landed gentry of his light comedies.

At first glance, John might seem too obviously theatrical a character to form the subject

Burning Point Tricycle

This play, ambitious to pinpoint today's troublespots, starts with a couple of policemen nervously advancing behind their riot shields into a rampaging mob. From the wings, a likeable black youth hurries on, followed by a street-wise girl with a sour face and sour nature.

Two acts later, the police are facing much the same sort of mob while the other two lounge at the side of the stage, the youth bored, the girl contemptuous.

In between these two riots, he has been wrongly charged with the murder of a policeman, tortured into a confession (this is London, you see) and is only saved because young Collins, even though a police constable, has not lost all trace of human feeling and claps the handcuffs on his own loony Inspector.

This is not the first play John Cooper has written, and one was produced at the Royal Court a few years back, but long tracts of it come over as apprentice work. The police teach one another ways of jouncing up their reports so we can see what liars they are. Least this fails to convince, Arthur Cox's Inspector has to commit every rotten trick short of cutting dalmatian pups.

Yet out of this welter of preaching there are scenes which flame into life. Geoff Francis's bewildered suspected confessing to incompetence at football has an engaging charm in both playing and writing. Jonathan Phillips profitably uses a deadpan delivery as the good cop.

But if Michelle Collins makes the frightened Tanya briefly real, this is because shivers are non-verbal. Once she starts spouting the author's words on inner city disillusion the part becomes unplayable. Joan-An Maynard directs.

Jeremy Kingston

THEATRE

of a successful play. But Douglas-Home has taken a long step back from the world of Fitzrovia romance; what he offers instead is a portrait of John's old age. *Portraits* consists of three sittings, from 1944 until the artist's death at the turn of the 1960s. The first sitting is Bernard Montgomery, whom John frankly acknowledges he has only taken on for the fee.

The scene develops with the old man spitting the sinner by paying elaborate compliments to his young ADC and inviting the windbag Bernard Shaw round to the studio to keep the general quiet. It is quite amusing, and it fittingly preserves the Malvern Festival's Shavian connection.

In the next scene news is received of the ADC's death, and there is the second portrait, this time of Matthew Smith. He had given up painting after the wartime death of his sons, but John and his mistress coax him into resuming work. Smith subsequently returns the favour by luring John away on a holiday that renews his ability to paint.

Finally, with death approaching, the final sitting, Cecil Beaton, flounces into the studio for a row which discloses John's horror of nuclear war. What this piece examines is the struggle to defy the collapse of the creative impulse. The collapse is partly a matter of sexual impotence and round-the-clock drinking; but it is also a public matter, beginning with the death of a hopeful young soldier and confirmed by Hiroshima.

The play continues as it began — as a comedy of character, with John (Keith Michell) taking outrageous advantage of the privileges of old age to speak his mind with the utmost callousness and fall into tears if anybody takes the same liberty with him.

It is a fine performance, partnered by Simon Ward, whose portraits of the nasally imperious Montgomery, the preening Beaton, and — best of all — the gently dejected Smith are drawn with the utmost delicacy. As a bonus, John Dexter's production also converts the stage and auditorium into a John Gallery.

Irving Wardle

Duran Duran Wembley Arena

In the three-and-a-half years since Duran Duran last played Wembley, Wham!, Culture Club and Frankie Goes To Hollywood have disappeared. The Thompson Twins have been forced to cancel the bulk of their proposed comeback tour because of poor ticket sales. But the sense of fraternity that binds Duran Duran to their audience is evidently more durable than many would have predicted.

There was a screaming din of excitement from the crowd during the darkened, rumbling, dry-iced introduction, and finally the clothes-horse heroes were exposed in all their svelte glory singing "View to a Kill", followed by "Notorious". The regrouping, following the band's 1985 split

ROCK

into the Arcadia and Power Station projects, has reduced the bona fide membership to three — Simon Le Bon (vocals), John Taylor (bass) and Nick Rhodes (keyboards) — but they are now employers of no fewer than seven supporting musicians. These include the guitarist Warren Cuccurullo, whose skinny, thatched-hair stage presence and occasional swooping sequences — as on the excellent "Vertigo" (Do The Demolition!) — seemed central to the action than anything the retiring Nick Rhodes could come up with.

The session players performed to the required standard. Le Bon sang capably, and there was many a spruce melody to be found among

their languid, designer pop-funk. However, there was little in the way of variety or urgency in the delivery of the material — notwithstanding some rather stodgy rabble-rousing during "The Reflex".

A huge bank of television screens — co-ordinated to depict a licentious, arty video accompaniment to "The Chauffeur" and some odd doodles during "Save A Prayer" — reminded us that Duran Duran was always a band whose live reputation tended to be overshadowed by their slick video packages.

And, despite the continued loyalty of the band's fans — no doubt in recognition of the very high production values of the show — their vision has gained little depth with the passage of time.

David Sinclair

OPENS FRIDAY AT 7.00, then May 29, June 2, 5, 10, 13, 15, 17, 23, 26 only

LADY MACBETH OF MTSSENSK

Shostakovich

Shostakovich's gripping opera — a story of sexual jealousy, violence and official cruelty in 19th Century Russia — has never been staged in Britain in its original 1934 version. The original work was withdrawn after a notorious attack on the composer in *Pravda*, and although a version revised by Shostakovich was performed in the 1960's it was not until nearly 30 years after Stalin's death that the full intensity of the first version (to be performed by ENO) could be revealed. In this new production Josephine Barstow plays the woman, *Katerina*, whose love for her servant leads her to commit double murder.

Tickets £4.00 to £18.50
JUNE 15, 17, 19, 21, 23, 25, 27, 29, 30
11.45.15
12.00.15
12.45.15
13.00.15
13.45.15
14.00.15
14.45.15
15.00.15
15.45.15
16.00.15
16.45.15
17.00.15
17.45.15
18.00.15
18.45.15
19.00.15
19.45.15
20.00.15
20.45.15
21.00.15
21.45.15
22.00.15
22.45.15
23.00.15
23.45.15
24.00.15
24.45.15
25.00.15
25.45.15
26.00.15
26.45.15
27.00.15
27.45.15
28.00.15
28.45.15
29.00.15
29.45.15
30.00.15
30.45.15
31.00.15
31.45.15
32.00.15
32.45.15
33.00.15
33.45.15
34.00.15
34.45.15
35.00.15
35.45.15
36.00.15
36.45.15
37.00.15
37.45.15
38.00.15
38.45.15
39.00.15
39.45.15
40.00.15
40.45.15
41.00.15
41.45.15
42.00.15
42.45.15
43.00.15
43.45.15
44.00.15
44.45.15
45.00.15
45.45.15
46.00.15
46.45.15
47.00.15
47.45.15
48.00.15
48.45.15
49.00.15
49.45.15
50.00.15
50.45.15
51.00.15
51.45.15
52.00.15
52.45.15
53.00.15
53.45.15
54.00.15
54.45.15
55.00.15
55.45.15
56.00.15
56.45.15
57.00.15
57.45.15
58.00.15
58.45.15
59.00.15
59.45.15
60.00.15
60.45.15
61.00.15
61.45.15
62.00.15
62.45.15
63.00.15
63.45.15
64.00.15
64.45.15
65.00.15
65.45.15
66.00.15
66.45.15
67.00.15
67.45.15
68.00.15
68.45.15
69.00.15
69.45.15
70.00.15
70.45.15
71.00.15
71.45.15
72.00.15
72.45.15
73.00.15
73.45.15
74.00.15
74.45.15
75.00.15
75.45.15
76.00.15
76.45.15
77.00.15
77.45.15
78.00.15
78.45.15
79.00.15
79.45.15
80.00.15
80.45.15
81.00.15
81.45.15
82.00.15
82.45.15
83.00.15
83.45.15
84.00.15
84.45.15
85.00.15
85.45.15
86.00.15
86.45.15
87.00.15
87.45.15
88.00.15
88.45.15
89.00.15
89.45.15
90.00.15
90.45.15
91.00.15
91.45.15
92.00.15
92.45.15
93.00.15
93.45.15
94.00.15
94.45.15
95.00.15
95.45.15
96.00.15
96.45.15
97.00.15
97.45.15
98.00.15
98.45.15
99.00.15
99.45.15
100.00.15
100.45.15
101.00.15
101.45.15
102.00.15
102.45.15
103.00.15
103.45.15
104.00.15
104.45.15
105.00.15
105.45.15
106.00.15
106.45.15
107.00.15
107.45.15
108.00.15
108.45.15
109.00.15
109.45.15
110.00.15
110.45.15
111.00.15
111.45.15
112.00.15
112.45.15
113.00.15
113.45.15
114.00.15
114.45.15
115.00.15
115.45.15
116.00.15
116.45.15
117.00.15
117.45.15
118.00.15
118.45.15
119.00.15
119.45.15
120.00.15
120.45.15
121.00.15
121.45.15
122.00.15
122.45.15
123.00.15
123.45.15
124.00.15
124.45.15
125.00.15
125.45.15
126.00.15
126.45.15
127.00.15
127.45.15
128.00.15
128.45.15
129.00.15
129.45.15
130.00.15
130.45.15
131.00.15
131.45.15
132.00.15
132.45.15
133.00.15
133.45.15
134.00.15
134.45.15
135.00.15
135.45.15
136.00.15
136.45.15
137.00.15
137.45.15
138.00.15
138.45.15
139.00.15
139.45.15
140.00.15
140.45.15
141.00.15
141.45.15
142.00.15
142.45.15
143.00.15
143.45.15
144.00.15
144.45.15
145.00.15
145.45.15
146.00.15
146.45.15
147.00.15
147.45.15
148.00.15
148.45.15
149.00.15
149.45.15
150.00.15
150.45.15
151.00.15
151.45.15
152.00.15
152.45.15
153.00.15
153.45.15
154.00.15
154.45.15
155.00.15
155.45.15
156.00.15
156.45.15
157.00.15
157.45.15
158.00.15
158.45.15
159.00.15
159.45.15
160.00.15
160.45.15
161.00.15
161.45.15
162.00.15
162.45.15
163.00.15
163.45.15
164.00.15
164.45.15
165.00.15
165.45.15
166.00.15
166.45.15
167.00.15
167.45.15
168.00.15
168.45.15
169.00.15
169.45.15
170.00.15
170.45.15
171.00.15
171.45.15
172.00.15
172.45.15
173.00.15
173.45.15
174.00.15
174.45.15
175.00.15
175.45.15
176.00.15
176.45.15
177.00.15
177.45.15
178.00.15
178.45.15
179.00.15
179.45.15
180.00.15
180.45.15
181.00.15
181.45.15
182.00.15
182.45.15
183.00.15
183.45.15
184.00.15
184.45.15
185.00.15
185.45.15
186.00.15
186.45.15
187.00.15
187.45.15
188.00.15
188.45.15
189.00.15
189.45.15
190.00.15
190.45.15
191.00.15
191.45.15
192.00.15
192.45.15
193.00.15
193.45.15
194.00.15
194.45.15
195.00.15
195.45.15
196.00.15
196.45.15
197.00.15
197.45.15
198.00.15
198.45.15
199.00.15
199.45.15
200.00.15
200.45.15
201.00.15
201.45.15
202.00.15
202.45.15
203.00.15
203.45.15
204.00.15
204.45.15
205.00.15
205.45.15
206.00.15
206.45.15
207.00.15
207.45.15
208.00.15
208.45.15
209.00.15
209.45.15
210.00.15
210.45.15
211.00.15
211.45.15
212.00.15
212.45.15
213.00.15
213.45.15
214.00.15
214.45.15
215.00.15
215.45.15
216.00.15
216.45.15
217.00.15
217.45.15
218.00.15
218.45.15
219.00.15
219.45.15
220.00.15
220.45.15
221.00.15
221.45.15
222.00.15

WEDNESDAY MAY 20 1987

Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1719.0 (+22.6)

FT-SE 100
2214.3 (+22.2)

Bargains
48685 (50314)

USM (Datastream)
178.59 (-0.84)

THE POUND

US dollar
1.6815 (-0.0030)

W German mark
2.9889 (-0.0036)

Trade-weighted
73.8 (same)

GEC bid
denied by
Hanson

Lord Hanson yesterday scotched widespread City talk that his Hanson Trust group is preparing to make a takeover bid for GEC, Britain's biggest electronics group. He told *The Times*: "Far from building up an existing shareholding in GEC, to my knowledge we do not own a single share."

His denial is a significant departure from a strict policy that the group does not comment on stock market talk. As an active acquirer of short-term stakes in undervalued companies — sometimes as a prelude to a bid — Hanson Trust needs to maintain silence for sound commercial reasons. It is believed that Lord Hanson decided to end the speculation because it could eventually become seriously embarrassing for both companies and their main shareholders.

Lord Hanson said: "I am a friend of Lord Weinstock and believe that he is one of Britain's best managers."

Paris to boost
Airbus funds

The French government last night promised to pour nearly £500 million into the next generation of Airbus jets, virtually guaranteeing the projects would finally take off.

The French, nearly a week after Britain agreed to loan British Aerospace £450 million to build the wings for the A330 and A340 aircraft, said their funding would be slightly higher at 60 per cent of the development costs for their own aerospace companies.

SUMMARY

STOCK MARKETS

New York	2264.15 (+5.49)
Dow Jones	2407.88 (-221.10)
Nikkei Dow	2881.47 (+8.02)
Hong Kong	282.4 (+4.1)
Amsterdam Gen	1638.6 (-20.2)
Sydney: AO	1752.2 (-9.6)
Frankfurt	4569.6 (-65.4)
Commerzbank	436.3 (+7.6)
Zurich: SCA Gen	617.7 (-3.5)
London: FT. A	92.43 (+0.11)
FT. CSE	
Recent issues	Page 28
Closing prices	Page 31

MAIN PRICE CHANGES

RUSSE:	
Nat West	685p (+22p)
Royal Insurance	714p (+23p)
APC Baker	183p (+7p)
Chillingworth Corp.	705p (+30p)
AC Holdings	155p (+27p)
Matthew Brown	3088p (+50p)
LDI Group	296p (+19p)
Unilever	585p (+17p)
Fine Arts	170p (+5p)
Tarmac	370p (+25p)
Sterling Group	477p (+18p)
Leeds Group	211p (+33p)
Wellcome	543p (+13p)
Reabrook	504p (+19p)
J Wilkes	
Asda Property	
Land Securities	

FALLS:

Dea Corp.	231p (-10p)
Sainsbury	537p (-18p)
BPC	304p (-14p)

Prices are as at 4pm

INTEREST RATES

London Bank Base:	9%
3-month Interbank:	8 1/2-8 3/4%
3-month eligible bills:	8 1/2-8 3/4%
buying rate	
US: Prime Rate:	8 1/4%
Federal Funds:	6 1/4%
3-month Treasury Bills:	5.85-5.84%
30-year bonds:	9 1/2-9 3/4%

CURRENCIES

London:	New York:
\$1.6815	\$1.6875
DM2.9889	DM2.9889
SwF2.4541	SwF2.4541
FF9.9965	FF9.9965
Yen235.57	Yen235.57
Index: 73.8	Index: 73.8
ECU 20.63847	SDR 16.778021

GOLD

London Fixing:	
AM \$471.25 pm \$471.10	
close \$469.75-470.25 (\$279.25-279.75)	
New York:	
Comex \$469.80-470.40	

NORTH SEA OIL

Brant (June) pm \$18.45 bbl (\$19.00)	
Denotes latest trading price	

Bus Summary	26	Co News	29
Stock Market	36	Money Markets	29
Tempes	26	Foreign Exch	30
Comment	27	Unit Trusts	30
City Diary	27	Commodities	30
Trade Ops	28	USM Prices	30
Wall Street	29	Share Prices	31

Airline's pretax profits beat privatization forecasts but show 17% fall

BA glides to
£162 million

By Carol Ferguson

British Airways comfortably beat its privatization profit forecast of £145 million yesterday with pretax profits of £162 million for the year to March 31.

Even so, the result represented a drop of 17 per cent on the previous year, and the shares fell 2p to 161p on the news. A 4.116p dividend was declared, payable on July 31.

Lord King, the chairman, was optimistic. "Business across all sectors is buoyant and traffic forecasts for the summer season look close to approaching record levels," he said.

Lord King revealed that 16 per cent of BA shares were held overseas. The share register had settled down to 450,000 from a total of 1.2 million shareholders initially. The shares are quoted in London, New York and Toronto, and an application for a Tokyo listing was possible "some time."

The improvement on the prospectus forecast resulted from lower-than-expected fuel prices and better sales revenues in the last two months of the year. Fuel prices, it was revealed, were £371 million, £199 million less than the previous year. Of this, £32 million was attributable to the

weaker dollar and the rest to falling oil prices.

Mr Gordon Dunlop, the finance director, said fuel was one of the most sensitive factors in costs. "If the price of oil goes up this year, discounts will be less. If the rise is permanent, fares will go up."

Since there are no aviation spirit futures, the futures markets in crude oil or heating oil were the only means of hedging the price. But since fuel is dollar-denominated, BA has been hedging its currency risk by buying dollars forward on a bigger scale.

Total staff costs last year rose by 13 per cent due to a combination of wage increases, wage drift (increases given as a result of length of service or seniority) and overtime.

Lord King explained that the company had staffed up for a good summer which did not materialize due to the Chernobyl disaster and fears of international terrorism. By the autumn, costs were well under control.

But contrary to the normal seasonal pattern, BA enjoyed higher traffic and a better level of business in the second half, resulting in more overtime in what is normally the quieter part of the year. Costs were

also incurred in the move to Terminal 4 at Heathrow which opened during the year.

BA experienced a marginal improvement in productivity last year. It had 10 fewer employees by the end of the financial year compared with the previous year, but the company was doing substantially more business.

"The level of manpower will therefore increase," Lord King said, "but we have programmes for part-time and temporary staff to match staffing levels to demands of the market place."

The effect of currency on last year's results was not quantified, although it was confirmed that profits would have been higher without exchange rate fluctuations. Mr Dunlop said that taking into account the benefit to loans, and the debit on revenue, he had "no meaningful figure."

BA made a £10 million loss in the year on its package-tour operations, including *Sovereign*, *Enterprise*, *Speedbird* and *Poundstretcher*. The loss in the previous year was £7 million. Of the losses, Mr Dunlop said: "We're trying to do something about them, it's not our business."

Tempos, page 26



Pointing to buoyant business: BA's Lord King announcing the results yesterday

Sainsbury
plans £1bn
expansion

By Alexandra Jackson

J Sainsbury plans to spend £1 billion over the next three years on store modernization and an expansion of 50 super-markets as well as more SavaCentres and Homebases. A similar amount has been spent in the past five years, building up a portfolio of 270 supermarkets, 32 Homebases, six SavaCentres and 13 small stores.

Group pretax profits for 1986/87 increased by 28 per cent to £246.9 million on turnover of £4 billion.

Earnings per share grew from 18.2p to 22.3p. A final dividend of 4.95p was declared, making a total of 7p for the year. There is to be a one-for-one capitalization issue.

Sir John Sainsbury, the chairman and chief executive, said the current year had started "very well". Supermarket sales last year increased by 13 per cent. A quarter came from existing outlets but the bulk came from 15 new stores.

Sir John said the group had achieved 18.5 per cent compound earnings growth over the last 10 years and had doubled its profits in real terms in the last five years.

Tempos, page 26

US firm fuels talk
of Cadbury bid

By John Bell, City Editor

General Cinema, the US soft drinks and entertainment group, yesterday threw the City into confusion over its long-term plans for Cadbury Schweppes, where it holds an 8.5 per cent stake. The shares, which cost GC £90 million, are seen as a potential launching pad for a takeover bid.

The confusion arose when Morgan Grenfell, GC's merchant bank adviser, announced a £100 million 15-year debenture stock issue, unusual in that it is exchangeable for Cadbury shares on conversion terms equating to a price of 300p a share, a premium of 19 per cent over the 253p market price.

Cadbury shares eased a few pence on thoughts that the debenture was a complex method enabling the US group to dispose of its holding. Later it appeared that GC was keeping its options open.

Morgan Grenfell declined to elaborate on the issue's aims. But in New York, a GC spokeswoman said the debenture issue had not changed the position of last January, when the Cadbury shareholding was declared. The US group said then it had no intention of bidding for Cadbury shares. But it has since made a routine filing with US authorities

enabling it to raise its stake to between 13 and 25 per cent of Cadbury's equity.

The immediate effect of the issue will be to reduce GC's holding cost substantially from bank overdraft rates to the 5 to 5 1/2 per cent coupon carried by the debenture stock. The conversion terms do, however, mean GC will be handing over to debenture holders any increase in Cadbury shares above the 300p level. But it retains the right to pay a cash sum equivalent to the Cadbury price to debenture holders exercising the conversion option, thus retaining physical ownership of the Cadbury stock. Before conversion, the rights of ownership, including voting rights, remain with GC.

Also unusual is that holders of the debenture have what amounts to a put option if Cadbury shares fail to perform. They can redeem their debentures in five years at a price equivalent to the return on a five-year gilt-edged stock. Terms will be finalized before the end of the month but signs are that it may trade at a £3 premium. Cadbury said GC was using its stake to secure good borrowing rates. It would study the issue terms before commenting further.

Productivity increases as
industrial output recovers

By David Smith, Economics Correspondent

The recovery in industrial output continued in March, official figures showed yesterday. But the Government will go into the general election with a lower level of manufacturing production in Britain than it inherited in 1979.

The output recovery, together with continued shedding of labour by manufacturing firms, is producing high growth in productivity and low increases in unit wage costs.

In the 12 months to March, unit wage and salary costs in manufacturing were up by only 0.4 per cent, the lowest figure since April 1984.

Industrial output rose by 0.4 per cent in March to a record level. The index of industrial production stood at 113.1 (1980=100), 12.4 per cent up on its level at the last general election in June 1983, and 3.5 per cent above the level Mrs Thatcher inherited in May 1979.

In the first quarter of the

year, industrial output increased by 1.4 per cent on the previous quarter, and by 2.8 per cent on the same quarter a year earlier.

Manufacturing output rose by 0.3 per cent in March, to a level 13.1 per cent above that prevailing immediately before the last election. But it was 3.9 per cent lower than in May 1979.

Manufacturing output in the first quarter, hit by a poor, weather-affected January, was 0.1 per cent lower than in the previous quarter, but 4.2 per cent above the first quarter of last year.

The sharp slowdown in unit wage costs in manufacturing suggests that, for the present, industry is not giving up the competitive gains brought by the pound's lower level against European currencies.

Output per head in manufacturing in March was 7.3 per cent up on a year earlier. In the first quarter, the productivity gain compared with a year

earlier was 6.5 per cent. As a result, unit wage and salary costs in March were only 0.4 per cent up on a year earlier, while the first-quarter increase was just 1.2 per cent.

Recent figures for unit wage costs have sparked off a vigorous debate among economists. The consensus is that current low increases largely reflect cyclical factors, but economists at Credit Suisse First Boston argue that trend growth in unit wage costs has slowed to around 2 per cent.

● The public sector borrowing requirement last month was £1.77 billion, in line with City expectations. This was higher than the £0.7 billion in April last year, but that figure was reduced by £1.1 billion of receipts from the privatization of British Telecom.

The PSBR target for the financial year is £3.9 billion. The figures point to accelerated spending, and continued strength of tax receipts.

Allied-Lyons lifts
profits by 26%

By Lawrence Lever

Allied-Lyons, the food and drinks group, made pretax profits of £340 million for the 53 weeks to March 7 — an increase of 26 per cent.

The results included the first contribution from Hiram Walker-Gooderham & Worts, the Canadian drinks group in which Allied paid £400 million for a controlling interest last year.

Turnover was £3.6 billion compared with £3.3 billion last year while earnings per share at 33.8p represented an increase of 28 per cent.

The company is recommending a final dividend of 7.5p making a total of 11.4p for the year, compared with 9.5p previously.



Sir Derrick Confident of Hiram-Walker's success

Sir Derrick Holden-Brown, the chairman, said he was confident that Hiram Walker would "do us very well in its first year".

Tempos, page 26

Goodison warning
on Euromarkets

By Our City Staff

Sir Nicholas Goodison, chairman of the International Stock Exchange, yesterday warned of a threat to Euromarket markets posed by new EEC regulatory proposals.

He has written to Mr Paul Channon, Secretary of State for Trade and Industry, to express concern over two EEC draft directives which, he says, threaten to stifle the Euromarket and reduce investors' protection.

Sir Nicholas pointed out that the haste with which the directives were being considered in Brussels might not allow sufficient time for fundamental issues to be debated.

One directive, on mutual recognition, would require authorities in member states

to accept listing particulars which had been approved in others. The second would require a prospectus to be issued before an issue of securities could be made.

The first directive could reduce seriously the information and protection for investors in foreign companies whose equity is listed in Britain. This could result in overseas companies providing less information than those with a London listing.

The International Primary Markets Association is gravely concerned about the prospectus directive, which takes no account of the fact that Eurobonds are issued within a short time frame, often to professional investors.

ConsGold foresees no repeat yet of Seventies bull market

Gold could still shine brighter

By Colin Campbell

In its annual review of the gold market, Consolidated Gold Fields predicts — with some reservations — that the gold price is rising.

Mr George Milling-Stanley, the author, says he needs positive signs of substantial US investor interest to complement existing demand before being convinced of an investment boom in the Western world, and that the gold market still has a great deal to do before it emulates the previous bull market of the late 1970s.

"However," he notes, "the growing perception that gold has a role to play as a form of insurance against all kinds of financial or political cataclysm, and not merely inflation, can only enhance the metal's standing as an investment."

Last year, the overall supply of gold exceeded fabrication and hoarding demand by 81 tonnes, and was easily absorbed by investors in Europe and North America. Mine supply increased by 48 tonnes, and the official sector

remained net buyers for the second consecutive year to the tune of 181 tonnes.

The US overtook Canada as the second-largest producer in the non-communist world in 1986, and South Africa's share — which in 1980 accounted for almost 75 per cent of the West's output — fell again to the 50 per cent level, although it remained the world's largest overall supplier.

It was also the year of sharply higher sales from the communist bloc countries, which doubled to an estimated 402 tonnes, and China was a significant seller to the non-communist world for the first time in a decade.

But 1986 will be best remembered as the year of Japan where 182 tonnes of gold in coin form were sold which, coupled with demand for jewellery and investment purposes, saw it absorb more than 650 tonnes of gold.

Mr Milling-Stanley gives a warning that the gold market should protect itself

from an unhealthy reliance on one country by developing new markets — India, Pakistan, Turkey, Taiwan and South Korea appear to have potential — but he does not expect Japanese interest in gold to dissipate overnight.

Central banks of several producing countries, notably the Philippines and Colombia, were once again among the leading buyers of gold.

Last year's 16 per cent increase in the average dollar price of gold stimulated heavy sales of old gold scrap.

"It is impossible to predict the sort of price level that will shake out enough scrap to depress the price. But I would not rule out the possibility that investment and speculative demand could strengthen the market sufficiently to allow it to absorb all the scrap available," Mr Milling-Stanley adds.

"If that happens, we could see much higher prices than yesterday's \$471.35. But until I see positive signs of substantial US investor interest I shall remain cautious."

Quick
profit
likely
on R-R

By Cliff Feltham

Thousands of small investors are expected to seize the chance to make a quick profit today when stock market dealings begin in the shares of Rolls-Royce, the privatized aero-engine company.

The 85p partly paid shares are expected to start changing hands at a premium of around 50p — giving an instant profit of £75, before dealing costs, to anyone holding the minimum allocation of 150.

The rush to sell will come soon after allotment letters, telling investors how many shares they have, begin dropping on nearly two million doormats.

Stockbrokers, banks, and even a building society are making arrangements to handle the sale of shares. They will be eagerly snapped up by the big City institutions, whose own applications were severely scaled down in the £1.36 billion offer for sale.

But the price could be forced much higher if — as rumoured in the City last night — the powerful Japanese finance houses try to corner the market. One analyst said: "I have heard that a certain overseas buyer is prepared to buy the shares up to a price of 200p, and I can well believe it. Since the price was fixed the whole stock market has risen sharply and the shares still look good value."

Another analyst cautioned: "I think that a 50p premium could be a little optimistic. I believe the shares will probably start trading at around 125p."

Nomura, the huge Japanese securities house, which was a keen buyer of British Gas shares, was cagey about its intentions. "The Rolls-Royce name will create some interest among investors, but at this stage it is too early to say what we will be doing."

Cleveland Securities, which has been running a "grey market" — the price yesterday was 136p — said: "We would obviously be happy to see the shares go to a 50p premium, but it is hard to say whether the UK institutions would pay that much."

Sir Francis Tombs, the Rolls-Royce chairman, will watch the start of trading at his joint brokers, Hoare Govett.

Many cut-rate schemes are being offered to small investors wishing to sell their shares. Banks such as NatWest and Lloyds are charging a minimum of £15 commission, with stockbrokers throughout the country also offering competitive charges. The Manchester brokers Garside & Trippier are charging £12 plus VAT for sellers of 150 shares, which looked to be the cheapest service on offer.

OBJECTIVE:

6% GROSS INCOME AND
CAPITAL GROWTH



The new Wardley
International Income Trust

- Investing in a Worldwide combination of Equities, Convertibles, Bonds and Gilts to produce Income and Growth.
- Initial gross yield estimated at 6%.
- Over £10 million committed in the last 3 weeks.

FOR FURTHER DETAILS
CALL 01-626 4411 TODAY!

Wardley

Fund Managers Worldwide

member Hongkong Bank group

BUSINESS SUMMARY

Fisons is confident of another growth year

Fisons has started off the current financial year in an encouraging style and expects 1987 to be another year of growth, Mr John Kerridge, the chairman, told shareholders at the annual meeting.

Fisons has introduced a new respiratory drug, Tilade, into the British market, and while it was too early to report any figures, early indications from the market were "most encouraging". However, Mr Kerridge said the bureaucratic processes involved with the regulatory authorities took time. "It is apparent that many of the registration authorities appear to be considerably over-burdened with work," he added.

Big demand for Kumagai Laing wins £100m job

The HK\$167.5 million (£12.5 million) flotation of the Hong Kong arm of the Japanese construction group Kumagai Gumi has been oversubscribed 212 times, despite the Hongkong and Shanghai Banking Corporation's clampdown on credit to brokers. The HK\$2.50 shares start trading on May 29, but are selling for up to HK\$4.50 on the grey market.

The civil engineering division of the John Laing Construction group has been awarded a contract worth more than £100 million for the main civil engineering works at the Sizewell B nuclear power station at Sizewell, Suffolk. Last month, the company won the £29.5 million contract for strengthening the Severn Bridge.

Ward White US issue

Mr Philip Birch's Ward White Group is seeking a US listing for its shares. It plans to raise \$18.5 million (£11 million) through the issue of 962,000 American Depositary Shares, representing four times as many ordinary shares. The issue involves less than 2% per cent of WW's issued capital, thereby keeping within the institutional guidelines for share offerings without pre-emptive rights for existing holders.

The move will help the group to expand Whitlock Corporation, its US autoparts retailer, according to Mr Birch. The US autoparts and accessories market is worth \$75 billion and lacks a dominant retailer, he added, and Whitlock has an excellent opportunity to expand both organically and by acquisition.

ADR trading for Attwoods

Attwoods, the waste disposal group where Mr Denis Thatcher (right) is deputy chairman, is being traded in the United States in the form of American Depositary Receipts. The ADRs are being traded on the Nasdaq Exchange with six market-makers. Attwoods has been building up a strong presence in Florida and the US accounts for about three-quarters of total profits.



Willis Faber up 8p on talk of plans for £1bn merger

By Michael Clark and Geoffrey Foster

Lloyd's of London may be about to witness one of the biggest mergers in its 300-year-old history if whispers in the stock market yesterday are anything to go by.

The word is that Willis Faber is ready to bid 520p a share for Stewart Wrightson, one of its main rivals. Such a bid would value Stewart Wrightson at almost £230 million and produce a company with a combined value of about £1 billion.

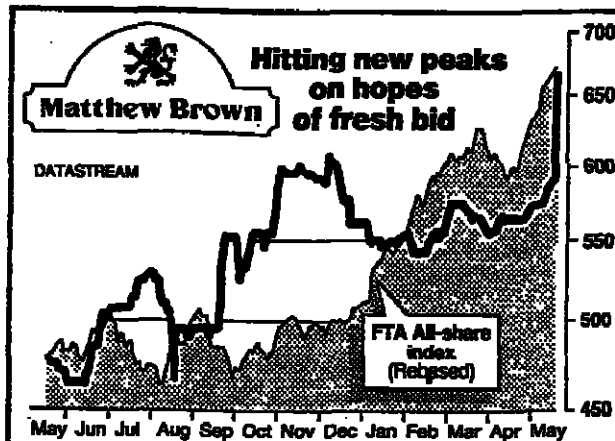
There was little indication in the Stewart Wrightson share price yesterday that a bid was on the way, with it closing only 1p firmer at 465p. But Willis Faber, which already owns a 20.7 per cent stake in Morgan Grenfell, the merchant banker, rose by 8p to 433p, after 435p.

In March, Stewart Wrightson disappointed the market by reporting 1986 pretax profits only 15 per cent higher at £21.51 million. Last month, it announced plans to diversify into other areas with the acquisition of a London actuarial and benefits consulting company.

There was plenty of activity elsewhere in the financial sector. Salomon Bros, the US broking house, is reckoned to have spent about £20 million on behalf of one client. The stocks on its shopping list included General Accident, up 18p at 985p, Royal Insurance, 31p up at 966p, National Westminster Bank, 30p higher at 703p, Lloyds Bank, 31p better at 585p and Midland Bank, 15p greater at 703p.

The rest of the equity continued to surge to new peaks as investors continued to pin their hopes on a Conservative victory at the polls. Sentiment has also been helped by bullish economic news, including the better-than-expected retail sales announced earlier this week.

The FT index of 30 shares opened sharply higher and continued to grow in confidence, closing at its best



levels of the day, 22.6 points up at a record 1,719.0. The broader FT-SE 100 also jumped, by 22.2 points to a new high of 2,214.3.

Government securities sported gains of up to 2 1/2% at the longer end, supported by a stronger pound.

Among the leaders, ICI rose 50p to £14.45 and Glaxo 28p to £15.89. Woolworth's was another firm market, expanding by 16p to 880p. The Conservatives, if re-elected, intend to find an acceptable way forward for Sunday opening. This should be good news for

Woolworth's B&Q subsidiary. Guinness rose by 11p to a new peak of 361p as turnover hit a massive 113 million shares - worth £379 million. As expected, the Bank Leu, the Swiss bank, has sold its entire stake of 40 million shares, or just under 5 per cent, in the market. The business was done by James Capel, the broker, at 352p, which placed the shares with a number of its institutional clients. The placing was four times oversubscribed.

Dealers now expect Schenley Industries, the US drinks

ALPHA STOCKS

Company	Volume	1000	Company	Volume	1000	Company	Volume	1000
Allied-Lyons	8,100		English China	346		Rank Org	858	
Amstar	2,900		Fisons	341		Rank Hovis	865	
Anglo	750		Gen Accident	1,500		Redland	2,000	
ASDA-MFI	11,000		GE	16,000		Rediff Coman	249	
Ass Br Foods	2,500		Glaxo	673		Reed Int	739	
BET	5,600		Globe IT	55		Reuters	948	
BTR	7,300		Granada	5,500		RAC Group	323	
BAT	2,300		Grand Met	789		RTZ	1,500	
Bardays	2,600		GUS 'A'	408		Rowntree	411	
Bass	1,100		GRE	822		Royal B of Scot	1,400	
Beecham	2,400		GKN	3,900		Royal Ins	3,300	
Blue Circle	385		Guinness	113,000		Savit	557	
BOC	2,300		Hanson	4,800		Sainsbury (J)	3,300	
Boots	5,300		Hawker Siddeley	718		Seas	7,300	
BPI Ind	485		Hiscox	3,000		Seidwick Gp	1,320	
BPC	7,100		Imp Chem Ind	1,000		Shell	2,900	
Br Aerospace	1,000		Jaguar	2,900		Smith & Nephew	1,200	
Br Airways	20,000		Ladbrokes	2,000		STC	2,200	
Br Comm	2,400		Land Securities	4,500		Stan Chart	1,600	
Br Gas	10,000		Legal & Gen	2,000		Stewart	2,400	
Br Petroleum	3,700		Lloyds	2,800		Sun Alliance	1,800	
Br Telecom	7,300		Lombard	808		Tarmac	4,300	
Bunzl	6,800		Martins & Spencer	3,500		TSB PPF	3,500	
Burns	510		MSPC	2,800		Tesco	1,700	
Cable & Wireless	7,800		Midland	1,600		Thorn EMI	2,500	
Cadbury Schwepp	27,000		Nat West	6,100		Trafalgar House	457	
Castle Virella	820		Next	1,100		Trusthouse Forte	4,400	
Com Union	1,200		P & O Dred	1,300		Unigate	1,300	
Corn Goldfields	1,500		Pearson	1,400		Unilever	1,200	
Cookson Gp	5,200		Pittsburgh Bros	655		Unid Biscuits	1,400	
Courtauld	1,500		Plenary	3,700		Wellcome	4,300	
Dea Corp	9,000		Prudential	752		Whitbread 'A'	1,100	
Doors Gp	7,800		Racal Elect	7,100		Woolworth	658	

Stock prices on page 31

TEMPUS

BA flies into area of low visibility

British Airways had a narrow escape last year. Had it not been for the precipitate drop in the oil price, which caused its fuel costs to drop by £199 million, BA would have made a loss.

Already this year, dollar-denominated aviation fuel prices are up about 3 per cent, a sobering thought for shareholders who are showing a 98p-a-share profit on their partly paid shares, and who will be asked for another 60p in August when the second instalment is due.

And the beneficial impact of a weakening dollar on fuel costs will be diluted now that BA is buying dollars forward on a much bigger scale than hitherto.

On other fronts, however, this year is starting well for British Airways.

The combination of higher traffic, forecast to be up about 6 to 8 per cent this year, and an increase in BA's carrying capacity of 5 per cent, mean the all-important load factor will be up.

Staff costs could be up another 10 per cent owing to seniority drift, overtime and wage negotiations due later this year. The head-count could also rise marginally.

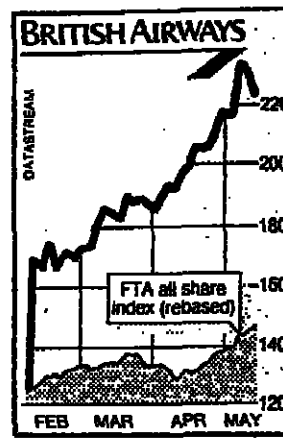
Competition is likely to keep fares flat, although much depends on fuel prices.

But revenues are looking good at the moment, and first-quarter comparisons with last year's results, depressed as they were by Chernobyl and terrorism fears, will be favourable.

However, exposure to currencies, oil prices, world politics and terrorism makes airlines more susceptible than most businesses to the "if it can go wrong, it will" syndrome, and revenues later in the year could be more volatile. Comparisons with last year's strong second half will also be more difficult.

Other things being equal, pretax profits should be between £235 million and £240 million, to give a prospective multiple of 10. This is a shade cheaper than the Far Eastern airlines, but then they are growing more quickly.

While it may be too early to sell, it is almost certainly too late to buy. A good first quarter may add another 15p to the share price, but some shareholders may decide to "cut and run" before the final call.



Allied Lyons

Apart from costing Allied Lyons some £14.3 million to fend off John Elliott, BA is certainly heightening its awareness of the importance of having City institutions on its side. Hence its corporate advertising campaign and the forthcoming Concorde extravaganza to explain its Hiram Walker acquisition to the unknowing.

In spite of yesterday's surge in profits, the company still has its sceptics: gains on property and investment disposals contributed a welcome £34 million to profits. Extraordinary items of £39.8 million were taken below the line, therefore not affecting earnings.

The case for the Hiram Walker purchase must remain on the files as "not proven" for the time being. Three traditionally weak months of Hiram are included in these figures. It contributed profits of £21 million, whittled down to a net £4 million after taking into account interest charges and minority interests.

The word from the analysts' briefing yesterday was that Allied expected Hiram to produce profits of at least £260 million (£115 million) in the year to September 1987.

Meanwhile, profits and margins improved in all three divisions - beer, food, and wine and spirits. The sceptics estimate profits for the current year at £395 million with earnings - based on a 32 per cent tax charge - of 34.4p, giving a p/e ratio of 12.5. More believing souls calculate it at about 11.5, with profits at £455 million and earnings at 37p. Neither is very demanding.

Sainsbury a wise buy

J Sainsbury was recently voted top of a league of 160 British companies by stockbrokers' analysts, investment trusts and life assurance companies. But having awarded such an accolade, the City tends to be critical of the chosen company's subsequent performance.

When Sainsbury reported a 28 per cent increase in pretax profits, its share price fell 4 per cent, reflecting the fact that the marked widening of retail margins in the first half was not repeated in the second half. Even so, margins widened by 0.75 per cent to a record 6.19 per cent during the year - well above the industry average.

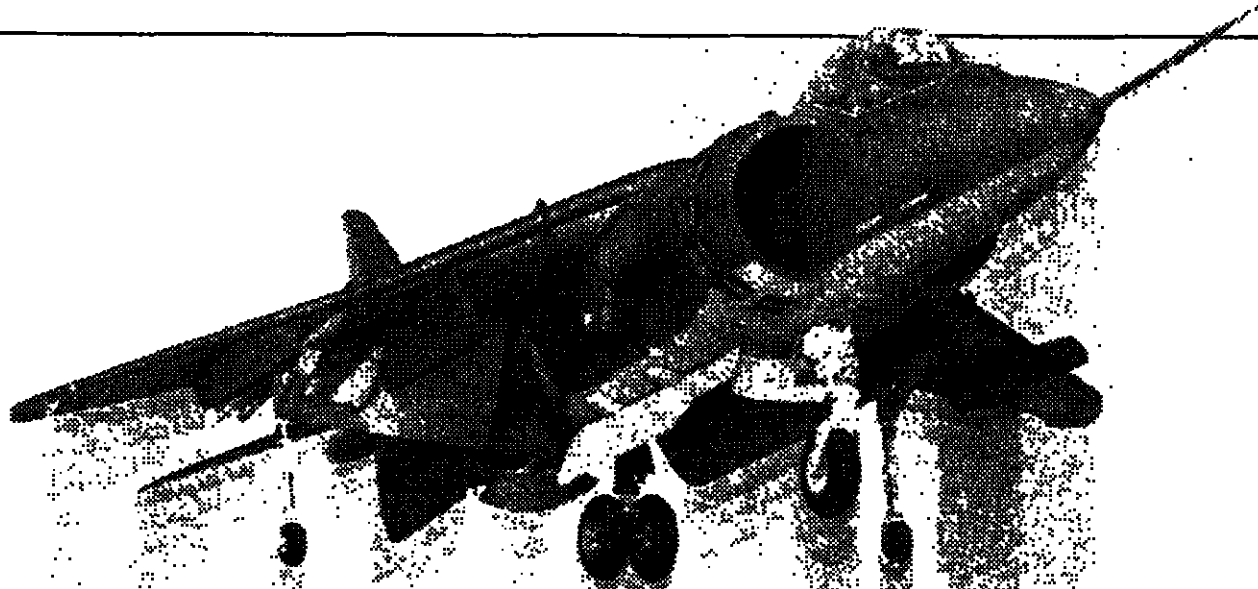
This year may prove to be one of modest margins growth, but longer-term, Sainsbury has the potential to enhance its margins further and win market share. Of the 50 new supermarkets planned for the next three years, less than 15 per cent are outside the group's traditional southern stamping ground.

Newly-opened outlets are more efficient and thus more profitable. Larger stores also have a different sales mix as they have more space for higher-margin fresh foods.

Emphasis on profitability remains the force behind Sainsbury's success. The introduction of check-out scanning equipment, now in 100 stores and covering 48 per cent of sales, has contributed to the 9 per cent profitability improvement in the past two years. Nearly all Sainsbury's branches will have scanners within two years.

Good food costs less at Sainsbury but the market still expects investors to pay for quality. The shares provide ideal exposure to the sector but buyers should be prepared to pay a 40 per cent premium to the market to participate in the group's future success. But short-term weakness may offer a bargain.

Another high powered vehicle for sophisticated investors.



Rolls-Royce options.



Professional investors and market makers alike will be pleased to learn that options on Rolls-Royce plc are now available on The Traded Options Market. A market that has really taken off, doubling in volume and turnover every nine months.

Options are an ideal tool to help you manage-risk. They give you a flexible way of backing your own view of the

market, whether you expect it to go up, down or even sideways.

As well as Rolls-Royce, The Traded Options Market also offers options in forty-nine other major companies.

To find out more about the exciting opportunities offered by The Options Market, send us this coupon now.

Please send me more information about The Traded Options Market.

Post to: Mary-Ann Parker, The Options Development Group, The Stock Exchange, London EC2N 1HP

Name _____ Occupation _____

Company Name _____

Address _____

Postcode _____



KING & SHAXSON HOLDINGS PLC

EXTRACTS FROM THE STATEMENT OF THE CHAIRMAN, MR. W. E. C. DABBANS

Your Directors have pleasure in reporting a profit for the year ended 30th April, 1987 of £1,750,000 after providing for rebate, taxation and a transfer to inner reserves. A final dividend of 25 pence per Ordinary share is proposed making a total for the year of 8 75 pence, the same as in the previous year.

During the year under review there have not been many changes in official rates. Base Rates started at 10 1/2% and ended at 9 1/2% in October. This apparent stability, however, masks many trends in market rates. There was a period last Autumn when sterling came under pressure, mainly brought about by a fall in the price of oil which eventually resulted in a 1 1/2% rise in Base Rates. Apart from this the market has for most of the time been pushing for lower rates but has come up against stonewalling obstruction on the part of the authorities. We seem condemned to having to live for most of the time with an inverted rate structure which unfortunately erodes much of the profit when rates do eventually fall and rates reflected an underlying unease about the continuing rapid growth in the monetary aggregates, the rise in house prices, the level of pay settlements and the balance of payments which have all necessitated a greater degree of caution than the optimists had been prepared to believe in.

I am sure that you are all aware by now of the successful conclusion of the takeover bid which your Company made in March 1986 for the issued Ordinary Share Capital of Smith St. Aubyn (Holdings) PLC. Following on the acquisition of complete control, the businesses of the two Discount Houses have been merged to trade under the name of King & Shaxson Ltd. We welcome Mr. J. D. Mackinnon to the Boards of King & Shaxson Holdings PLC and King & Shaxson Ltd and Mr. L. T. Allen to the Board of King & Shaxson Ltd.

A part of the enlarged capital base of your Company resulting from the takeover has been used to fund King & Shaxson Money Brokers Ltd, our new wholly owned Stock Exchange Money Broking subsidiary. The satisfactory start that this Company has made fully justifies the decision made by your Board to seek a fee earning niche in the post Big Bang market rather than the option of market making. I am sure that the Group will continue to benefit from its operations.

At the time of writing the date of the General Election has just been announced. Consequently, we are faced in the immediate future with a period of considerable political uncertainty. The markets have greeted the approach of this date with a wave of euphoria. Base Rates have fallen to 9% but reality will determine whether this has been justified. I am certain that the authorities will be prepared to fight against any further falls in interest rates unless forced by extreme movements in exchange rates.

At the present time a firm recovery is taking place in the economy. Although M0 seems to be within the target range, M3 is expanding at an alarming rate. I feel that the latter although currently unfavourable deserves a great deal more attention. In addition, credit is too readily available - witness the record growth in March. The recent flows of foreign money across the exchanges have only accentuated the problem and left the authorities on the horns of the dilemma. There is no internal justification for lower interest rates - indeed it is highly likely that the new Government will have to introduce measures to reduce monetary growth to prevent the return of an inflationary cycle. History does not always repeat itself but one must bear in mind the lessons of the 1970s when the Government had too lax a monetary policy. Copies of the 1987 Annual Report and Accounts will be obtained from the Secretary, King & Shaxson Holdings PLC, 32 Cornhill, London EC3V 3PD.

Readicut reaps benefits of expansion with 86% jump

By Joe Joseph
Readicut International, fattened by recent acquisitions and reaping the benefits of the restructuring it underwent a few years ago, boosted pretax profits by 86 per cent to £10.51 million in the year to March.

Half the rise at the specialist textiles and carpets group can be traced to recent purchases. Over the past two years, under the chairmanship of Professor Roland Smith, Readicut has added a number of profitable acquisitions to its basic structure.

Last November's purchase of Drake Fibres gave Readicut a large slice of the British market for polypropylene staple fibres, while two companies brought into the fold in 1985 - Russells Rubber and Brammer Transmissions, which make rubber seats and belting - this time contributed a full year's return to the results.

Turnover rose by a fifth to £146.89 million, with earnings per share up from 4.25p to 5.98p. There is a final dividend of 1.93p, making 2.18p for the year - 34 per cent more than for the previous 12 months.

Drake has allowed Readicut



On the look-out for acquisitions: Readicut's Alan Dodman

to move into finer-denier polypropylene than was possible with its other fibres arm. Plasticisers, which supplies coarse-denier polypropylene fibre, mainly to carpet-yarn spinners. The aim now, backed by a sizeable investment programme, is to steer

Drake into even finer yarns suitable, perhaps, for nappy coverings.

"There are big opportunities out there for polypropylene," said Mr Alan Dodman, Readicut's managing director. "It's a big and growing market."

One black spot has been Irish Spinners, which spins yarn for Aran-style sweaters. The company, suffering from the downturn in US tourism last summer, capped several years of low returns with a £260,000 loss last year. Readicut is shutting it down and has provided £1.48 million for closure costs.

Prospects otherwise look bright. The furnishings division has been given a lift by securing the contract to supply car carpets for Nissan's growing British production, while store refurbishment programmes carried out by retailers such as Marks and Spencer have helped the commercial carpeting section.

Happy with its recent purchases, Readicut is looking for more.

"We have strong plans to expand the present business but we would also like to go on acquiring," said Mr Dodman. "We are looking for further acquisitions, probably in the textile-related field, but not necessarily."

He added that the company already had one or two targets in sight. "If we could find another Drake, for example, we would be very happy."

DSC to raise £2.6m

By Our City Staff

Stock Exchange dealings in the shares of DSC Holdings, suspended last Thursday at the company's request, resumed yesterday after DSC announced it was raising a net £2.6 million for expansion by issuing 4.68 million new shares at 58p each.

Mr Ian Wilkes, the chairman, said the extra capital would allow DSC, which makes and distributes record-playing stylus and accessories, to exploit opportunities to extend existing distribution activities, and expand into related distribution areas such as the communications and computer sectors.

Existing shareholders in DSC, formerly known as Diamond Stylus, will be offered 785,002 of the new shares by way of a one-for-four rights issue at 58p.

After the transaction Mr Ronald Price will join DSC's board as managing director, and Mr Andrew Crofton as a non-executive director. They will represent the associates who will control just under half of the enlarged group.

DSC crawled back to a pre-tax profit of £8,800 in the half-year to September, from a loss of £64,328.

COMMENT Kenneth Fleet

Manifestos make dull reading for the City

Yesterday saw the publication of the two main party manifestos. Today is the last day when it would be politically prudent to engineer a cut in bank base rates before June 11. The Bank of England, which for a week has adopted a proper neutral role, gave just a hint that the strength of sterling might force its hand, on a day when the latest money supply figures are published.

The Tory manifesto is intended not to be the iceberg document Margaret Thatcher dubbed Labour's manifesto in advance. If that is true, and all is revealed therein, it will be a dull time in financial and industrial policy. The manifesto pledges to "continue tax reform" but there is no indication exactly how the Chancellor will extract himself from the mire of special interests in which tax reform is bogged down. Pension and mortgage tax reforms, put off for the last Parliament, make no more than a token reappearance. There is no mention of the long-delayed reform of personal allowances.

Most disappointing are the projected plans for privatization. Apart from British Airways (delayed in election fog) we are promised the water authorities, shorn of river regulation, and electricity. Regulation of electricity is promised but there is conspicuously no mention of competition. If the monolith were simply recast, there would be little hope of undoing the artificial monopoly in coal. Indeed, the saddest thing about the privatization proposals is that they focus on the top money-raising targets: monopoly utilities. There is no mention of industries where competition and a return to the private sector would do most good.

Labour's manifesto, let alone that of the Alliance, will only become required reading in City parlours if the opinion polls start moving smartly in their favour. From an Alliance government the main financial threat lies in immediate extra spending plans to help employment, "audited" at a gross £3.6 billion (net £1.75 billion) which "will be met from our planned expansion of the economy". The Alliance appears at the last moment to have avoided falling into the elephant trap awaiting opposition parties. Higher spending, combined with abandoning privatization, would give a double boost to public borrowing. Beneath the manifesto surface, the Alliance appears to be planning to sell the rest of British

Telecom and British Petroleum to tide the Exchequer over.

Labour's plans include even more spending, industrial interference, reversing privatization and taxing overseas portfolio investment back to Britain. The real problem lies not in the programme itself (which is not a flight into socialism as we understand it) but in Labour's predilection to appear as nasty as possible to the City. The more sophisticated might see through this to the generally bland if unhelpful programme beneath. But gut reactions would determine the immediate financial effects, which could be dire.

Big waves in MSC

Someone is again making waves in the dark waters of the Manchester Ship Canal Company. On Monday, the ordinary shares of this great relic of the Edwardian era doubled from the £8.70 where they had been idling since early March when the rumbustious but retiring John Whittaker - Isle of Man and Spanish tax exile, successful architect of property company Peel Holdings and head of Highams - seized control through 80 per cent of the (voting) preference shares and a third of the ordinary. Yesterday, the shares came back to £10.50 after the company had disclaimed knowledge of things afoot; but the fact is something has to happen in this riveting, if bizarre situation.

Diligent efforts have put the company back on a profitable basis. The lure for Mr Whittaker, and others, however, is the redevelopment of the company's land and property bordering the canal, in particular the proposed Trafford Centre, a mammoth shopping development just four miles from the middle of Manchester. A decision by the planning authorities is expected early next year: the value of their consent may be worth £10 a share.

Mr Whittaker, whose bid at £6.25 a share failed early this year (he cannot bid again before August 15), is in a corner where he has management control but is unable to unlock the company's value without treating (and treating fairly) with the majority of ordinary shareholders. The latter include seven corporate and institutional shareholders, "whipped" by former chairman Nicholas Berry, with more than 25 per cent. Provided they stick together, the shareholders should get their due reward and the old MSC continue its regeneration.

Profits of £7.12m for Yorkshire TV

By Michael Tate

Yorkshire Television yesterday unveiled an increase in profits from £5.5 million to £7.12 million for the six months to end-March.

The figures would have been better, said Mr Paul Fox, managing director, but for the £3 million spent on producing two romance films for the international market.

These were made last winter but will not start earning until this weekend when the first, *Dreams Lost and Dreams Found*, is shown on independent television for the first time.

The other, *Cloud Walker*, will be screened in Britain in September. Both have been sold to the US market and will be important dollar earners. Yorkshire is encouraged enough to begin production of another film in July and has three more in the pipeline.

Commenting on the North-South divide, Mr Fox said: "It's nonsense. We increased advertising sales by 15.3 per cent in the six months to March 31, compared with the 12.1 per cent industry average."

Good ratings, high visibility and a first-class sales team were the reasons for Yorkshire's success, he said. Group turnover was £61.9 million against £54.8 million last year. Earnings per share are up from 9.92p to 12.93p a share and the interim dividend is 3p, compared with the 2.55p the directors say they would have paid had the shares been listed a year ago.

Yorkshire TV came to the stock market last August, offered for sale at 125p a share. They closed yesterday at 340p.

McCarthy & Stone widens range of sheltered homes

By Alexandra Jackson

McCarthy & Stone, the leader in the sheltered housing field in Britain, is broadening its product range to appeal to the younger retired and to the more discerning older retired.

The company has applied for planning permission to build a sheltered village community, as part of a move into the "first-time" retired market, comprising cottages and bungalows as well as the group's traditional sheltered apartments on a seven-acre site near Witney, Oxfordshire.

Speaking after the announcement of a 51 per cent increase in pretax profits to £7.6 million for the six months to the end of February, Mr John McCarthy, chairman of McCarthy & Stone, confirmed his optimism in the sheltered housing market.

He said: "Our rate of growth continues at a gallop". The market available to the group had been significantly enlarged by broadening the product range.

The group sold 839 units in the half year compared with 670 units in the same period last year.

The average price was £39,450, an increase of 13 per cent on last year. Prices should have risen by more than 15 per cent by the year-end. The shares fell 12p yesterday to 448p.

Analysts are expecting the group to complete 2,400 units for the year to the end of August and report pretax profits of £23 million.

McCarthy & Stone is active throughout Britain and has embarked on developments in

France and the Republic of Ireland.

It has a holiday complex in Spain and has just opened its second residential and nursing care home in Llanelli, Carmarthen, Wales. There are three more care homes in the pipeline.

McCarthy & Stone's sheltered apartments were until last year aimed at the middle segment of the elderly retired market with a basic medium-priced product.

It has recently introduced two other categories of retirement apartments to cater for the top end of the market.

McCarthy & Stone also intends to provide leisure facilities in certain developments, particularly those aimed at the higher end of the market.

UK steel users in quotas plea

By Edward Townsend, Industrial Correspondent

Britain's largest steel users, including the motor and domestic appliance industries, have appealed to the European Commission to relax production quotas on the British Steel Corporation which, they claim, is in danger of incurring heavy fines for meeting buoyant domestic demand.

The BSC, top of the list for privatization should the Conservatives be re-elected, is being penalized, consumers say, for being the most efficient and productive steel producer in Europe.

Steel output in Britain in April, including that of the private-sector steel mills, was 28 per cent higher than a year earlier and while this is the peak time of the year for steel output, the BSC's production

increase is a reflection of the improvement in the economy and better demand from the construction and consumer products industries.

The UK users, represented by the British Iron and Steel Consumers' Council, have told the European Commission for Industry, Mr Karl-Heinz Narjes, that the BSC is having to exceed its quotas for steel production and deliveries within the EEC "and is consequently in danger of having to pay heavy fines".

No other EEC producer, says the council, appears to be similarly placed "or not to anything like the same extent".

The council's chairman, Mr Astley Whittall, has told Mr Narjes and Mr Giles Shaw, the Minister of State for Industry:

"This puts the BSC under pressure to set its prices higher than they would otherwise be or to reduce the funds available to it for further vitally needed investment."

"Either way, the interests of British steel users are adversely affected and indeed discriminated against compared with other users whose main suppliers are not so affected."

Mr Whittall has told Mr Narjes that users recognize the necessity of maintaining quotas for stripmill products, plate and heavy sections "for a strictly limited period" but not beyond the end of 1988.

He said: "It would, however, be intolerable if the present or any future quota system continued to result in the BSC having to pay heavy

fines simply for meeting its regular customers' orders."

The BSC declined to comment on quota or price issues but it is clear that the corporation, the most profitable and lowest cost-integrated steel producer in Europe, would be prepared to pay fines - as it and other producers have in the past - to retain customer loyalty.

The present quotas, calculated on a complicated retrospective formula, also do not take into account the recent growth of Britain's economy.

Ironically, booming economic conditions in Britain are causing difficulties for what was once one of the heaviest millstones around the Government's neck.

Peskett's claim to fame

Peskett's Peerage could soon be joining the ranks of Burkes and de Bretts on the bookshelves of Britain's aristocrats and their followers. Genealogist Hugh Peskett, the man who first traced Ronald Reagan's ancestry to Ireland, is set to become editor of a completely new peerage reference book, with backing from millionaire American lawyer Vandenberg Hall, Angliophile Hall, 51, and a claimant to the dormant Fitzwilliam title, tells me from his north Virginia home that he too is interested in buying the partially bankrupt Burkes Peerage business - following my revelation earlier this week that former journalist Robert Smith hopes to acquire it for about £150,000. "It all depends on the price," he says. "If it goes too high, then we'll simply start our own - called Peskett's Peerage." Peskett, who claims he himself is owed £12,300 by Burkes, does not spend all his time pursuing American presidents. In the past 18 months he has proved no less than three claims for dormant peerages - for the titles Annandale, Borthwick and Dunmore.

Priceless tune

Pop star Michael Jackson recently sold the Beatles song Revolution to Nike shoes for \$500,000. But, as if to show that not everything has a price on its head, defiant singer Bruce Springsteen has refused to sell the rights to his chart-topping *Born in the USA* track

THE TIMES CITY DIARY Guinness revving up

Guinness, known nationally for its sponsorship - until recently - of London football team QPR, is, I hear, turning its attentions to motor racing. Senior Guinness marketing executives were spotted in earnest conversation with Guy Edwards - the former Formula One driver now responsible for finding sponsors for Jaguar's racing team in the US - at Silverstone the other

day. If Guinness decides to back Jaguar, it could be on to a winner for once. Scottish entrepreneur Tom Wilkinson, who used to be a team driver for Ford and BMW, has just returned from France where TWR - one of his 17 companies - has been preparing Jaguars for the Le Mans 24 hour race to be held on June 13. The Jaguar team, I hear, is with more than a chance.

despite a \$12 million offer from Chrysler. Chrysler, which had hoped to use the record to promote its new car, has now been forced to change its advertising jingle to *Born in America* - even though the car in question is, I'm told, manufactured in Canada.

Going for gold

Consolidated Gold Fields' gold guru George Milling-Stanley, former FT journalist and author of the authoritative *Gold 1987* survey, is a man who puts his money where his mouth is - well, almost. During his extensive travelling to collect information for the gold survey - away from London for 24 weeks out of the past 52 and visiting 55 cities in 40 countries - he is often pressed into making sidebars with local experts about where the price of gold is going. This week alone, his winnings netted him

DM30. SF30 and one lunch at Rules. George disappoints me on one point, though. He collects his winnings in currencies - not gold. His book for the current year is, however, now open...



"With the right sort of marketing, we could probably export it"

Bucking the trend

One of the apparent casualties of Big Bang has been investment information on smaller public companies. According to David Owen, the former PR boss at Vickers now running his own show, and his partner David Butler, one-time Manchester stockbroker, brokers are now providing less and less information on the second-handers because they generate insufficient commission. This trend has also been noted by Inter-Company Comparisons which chronicles brokers' research. So Owen and Butler have decided to cut out the middle man and provide circulars for institutions, commissioned by the companies themselves. If that sounds more like PR than independent and objective research, Butler argues it is better than nothing. Their reports will give fund managers all the facts that would normally appear in a circular, although, to keep within the rules, no profit forecasts will be made. Fund managers will, presumably, be left to fill in the section on "buy, sell or hold" themselves.

● *C'est la vie.* McCarthy & Stone, developers of sheltered housing for the elderly, have found it necessary to make an important alteration to the highly successful formula which has brought them fame and fortune in the UK. The design of apartments soon to be built at Grasse in the South of France has to include a wine store to ensure they appeal to merrier Continental grannies.

Carol Leonard

ADVERTISEMENT

PLESSEY HOTLINE PLESSEY H

STROMBERG-CARLSON RINGS UP 600,000 LINE SALE TO BELL

South Central Bell is buying 600,000 Digital Central Office lines from Stromberg-Carlson, the Plessey subsidiary in North America.

The order is worth approximately 100 million dollars. Some 150,000 lines are scheduled for shipment in 1988, and 450,000 lines for 1989 and 1990.

MAJOR ADVANCE

In commenting on this contract success, Plessey Chairman and Chief Executive Sir John Clark stated it was a most important breakthrough for Plessey Telecommunications in North America.

Beyond doubt this establishes Stromberg-Carlson as the first and strongest contender for third supplier to the regional Bell market.

"It totally vindicates the Plessey strategy to acquire a manufacturing base for telephone main exchange equipment in North America."

Announcement of the order followed a digital switch study by BellSouth Services, and the successful takeover of a 5372-line Stromberg-Carlson exchange at South Central Bell's wire centre in Batesville, Mississippi.



A Stromberg-Carlson DCO exchange

Stromberg-Carlson is also installing DCO exchanges for trial by Pacific Bell, and has orders for DCO cellular switching centres from South-Western Bell and BellSouth.

MILLIONTH LINE FOR PLESSEY ISDX

The Plessey ISDX digital business exchange, with sales worth £250 million inside four years, has reached another landmark.

The millionth line has now been installed - in London, for Prudential Corporation, in an ISDX network featuring the latest DPNS (digital private network signalling system).

This has been supplied by Plessey Communication Systems Ltd, one of Britain's leading providers of large business systems of over 300 extension lines.

The ISDX, which is also sold by British Telecom and Telephone Rentals in the liberalised UK market, is designed and

manufactured by Plessey in Nottingham.

It has been a key factor in the Plessey rise to third in the world as a supplier of digital private switching systems.

More than 50 private telecommunications networks use Plessey ISDX technology. These include Fastnet, a vast nationwide link-up recently installed for the British Army.

New contracts include Bexley Borough Council, and a sixth contract from the Automobile Association.

Watchman Radar for Teesside

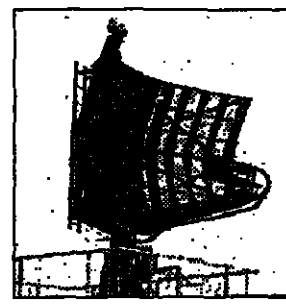
Plessey has won another major civil UK contract for its best selling Watchman radar system, from Teesside International Airport.

Teesside is replacing old radar services to meet continued growth in business and domestic traffic and international holiday charters.

Its specific requirements include surveillance radar approach to within one nautical mile from touchdown.

Watchman radar is able to meet these requirements with a single medium-power transmitter, based on a travelling wave tube amplifier.

It also gives very effective anti-clutter and anti-rain performance to detect very small targets even in the most adverse weather.



A Plessey Watchman radar

PLESSEY
The height of high technology

PROFIT BEFORE TAX
£340.9M UP 26.5%

EARNINGS PER SHARE
33.8p UP 28.0%

DIVIDENDS PER SHARE
11.4p UP 20.0%

Once again, our results have exceeded expectations.

Allied-Lyons.

If Allied-Lyons were short of anything in 1986/87, it was dull moments.

As we fended off the unwelcome takeover attentions of Elders IXL, we gained a controlling interest in Hiram Walker-Gooderham & Worts.

And all the while our three divisions were performing better than ever.

The Beer Division brewed its success from a strategy of low cost production and distribution, sophisticated retailing, and skilful marketing.

Allied Vintners' leading wine and spirit brands maintained or improved

their position against competitors. Much effort also went into planning to ensure that the maximum benefit is obtained from combining the operations of Allied Vintners and Hiram Walker.

The continued growth in profits from our food division is based largely on concentrating on high value-added products. Acquisitions have also had a positive impact.

By providing all the right food and drink during the year, Allied-Lyons are able, once again, to serve up a feast of results at the end.

APPOINTMENTS

Lone Star names chief executive

Lone Star Toys: Mr Tony Worrell becomes chief executive.

Manganese Bronze Holdings: Mr Sid Leavesley is made a director. Mr Rod Turner becomes finance director of London Taxis International and Mr Mike Williams is made managing director of the powder metal division.

Dalgety: Mr Peter Day becomes managing director of Gill & Duffus. Mr John Barnes is made deputy chairman and Mr Maurice Warren joins the board. Mr Andrew Gardiner becomes commercial director of Homepride Foods. Mr Stephen von Speyr becomes marketing director and Mr Bob Jones is made sales and distribution director. Mr Jeff Batty is financial



Desmond Traynor: new chairman of Cement-Roadstone Holdings

controller. Mr Peter Ewing becomes distribution director of Spillers Petfood and Mr Mike Donegan is made personnel director. Mr Graham Robson is managing director of Spillers Foods. Mr Colin Edgley operations director. Mr Jon Edge director of finance and information systems, and Mr John Sharrock marketing director. Mr Peter Ewing is distribution director and Mr Mike Donegan personnel director.

Cement-Roadstone Holdings: Mr Desmond Traynor becomes chairman, succeeding Dr Michael Dargan who remains a member of the board.

Age Concern England: Lady Sally Greengross succeeds Mr David Hobman as director on June 1.

Ceraf: Mr Bernard Ball becomes chairman and is succeeded by Mr Colin Smith and Mr Peter Curtis who become joint managing directors. Mr Jeffrey Clarke is made group secretary and finance director, and Mr Hu Middleton and Mr Frank Wiggins become joint managing directors of Ceraf Special Works. Mr Colin Cadley becomes a director. Mr John Clapp is made managing director of Cerplast and joins the board with Mr Alan Blashard.

LONDON TRADED OPTIONS

Series	Jul	Oct	Jan	Jul	Oct	Jan
Allied Lyons (434)	380	75	85	95	1	6
Brush Gas (113)	390	48	55	75	8	10
British Airways (162)	420	28	45	55	14	20
BP (351)	80	34%	48%	55	1	4%
BP (351)	90	24%	28	35	1	4%
BP (351)	100	16%	22	28	1%	5%
BP (351)	130	31	32	—	1	3
BP (351)	140	21	28	36	3	6
BP (351)	160	14	18	28	15	21
BP (351)	317	43	44	—	12	—
BP (351)	330	34	34	54	10	17
BP (351)	360	20	30	42	22	30
BP (351)	220	65	71	77	2	4
BP (351)	240	48	55	62	9	12
BP (351)	260	38	45	52	13	17
BP (351)	280	28	35	42	17	21
BP (351)	300	18	22	32	11	15
BP (351)	320	8	12	22	5	8
BP (351)	340	3	7	17	2	4
BP (351)	360	—	—	—	—	—
BP (351)	380	—	—	—	—	—
BP (351)	400	—	—	—	—	—
BP (351)	420	—	—	—	—	—
BP (351)	440	—	—	—	—	—
BP (351)	460	—	—	—	—	—
BP (351)	480	—	—	—	—	—
BP (351)	500	—	—	—	—	—
BP (351)	520	—	—	—	—	—
BP (351)	540	—	—	—	—	—
BP (351)	560	—	—	—	—	—
BP (351)	580	—	—	—	—	—
BP (351)	600	—	—	—	—	—
BP (351)	620	—	—	—	—	—
BP (351)	640	—	—	—	—	—
BP (351)	660	—	—	—	—	—
BP (351)	680	—	—	—	—	—
BP (351)	700	—	—	—	—	—
BP (351)	720	—	—	—	—	—
BP (351)	740	—	—	—	—	—
BP (351)	760	—	—	—	—	—
BP (351)	780	—	—	—	—	—
BP (351)	800	—	—	—	—	—
BP (351)	820	—	—	—	—	—
BP (351)	840	—	—	—	—	—
BP (351)	860	—	—	—	—	—
BP (351)	880	—	—	—	—	—
BP (351)	900	—	—	—	—	—
BP (351)	920	—	—	—	—	—
BP (351)	940	—	—	—	—	—
BP (351)	960	—	—	—	—	—
BP (351)	980	—	—	—	—	—
BP (351)	1000	—	—	—	—	—

Series	Jul	Oct	Jan	Jul	Oct	Jan
Dixons contd	380	75	85	95	1	6
Glaxo (1583)	1400	210	280	285	13	25
Glaxo (1583)	1450	165	240	245	13	25
Glaxo (1583)	1500	125	185	215	22	33
Glaxo (1583)	1550	90	155	190	38	70
Hanson (169)	135	35	36%	—	1	1
Hanson (169)	150	21	25%	—	1	1
Hanson (169)	165	9	15%	—	1	1
Hanson (169)	180	3	8%	14	15	17%
Sears (166)	130	38	38	42	1%	2%
Sears (166)	140	28	30%	33%	1%	4%
Sears (166)	150	9	15%	19%	6	8
Sears (166)	160	3	8%	14	15	17%
Tesco (233)	420	113	125	—	1	2
Tesco (233)	450	73	88	103	3	5
Tesco (233)	480	40	60	73	9	18
Tesco (233)	500	30	38	45	1	5
Tesco (233)	520	20	28	38	1	5
Tesco (233)	540	15	25	34	7	12
Tesco (233)	560	10	20	30	12	15
Tesco (233)	580	8	14	21	19	23
Tesco (233)	600	6	11	18	16	20
Tesco (233)	620	5	10	17	15	19
Tesco (233)	640	4	9	16	14	18
Tesco (233)	660	3	8	15	13	17
Tesco (233)	680	2	7	14	12	16
Tesco (233)	700	1	6	13	11	15
Tesco (233)	720	—	—	—	—	—
Tesco (233)	740	—	—	—	—	—
Tesco (233)	760	—	—	—	—	—
Tesco (233)	780	—	—	—	—	—
Tesco (233)	800	—	—	—	—	—
Tesco (233)	820	—	—	—	—	—
Tesco (233)	840	—	—	—	—	—
Tesco (233)	860	—	—	—	—	—
Tesco (233)	880	—	—	—	—	—
Tesco (233)	900	—	—	—	—	—
Tesco (233)	920	—	—	—	—	—
Tesco (233)	940	—	—	—	—	—
Tesco (233)	960	—	—	—	—	—
Tesco (233)	980	—	—	—	—	—
Tesco (233)	1000	—	—	—	—	—

Series	Jul	Oct	Jan	Jul	Oct	Jan
Com Union (340)	300	47	57	64	4	7
Com Union (340)	320	35	40	47	11	15
Com Union (340)	340	25	30	35	18	22
Cable & Wire (415)	300	123	123	123	1	1
Cable & Wire (415)	320	93	100	112	2	4
Cable & Wire (415)	340	63	78	90	5	10
Cable & Wire (415)	360	40	58	68	11	20
Cable & Wire (415)	380	28	45	55	17	28
Cable & Wire (415)	400	18	35	45	23	38
Cable & Wire (415)	420	12	28	38	29	48
Cable & Wire (415)	440	8	20	30	35	58
Cable & Wire (415)	460	5	15	25	41	70
Cable & Wire (415)	480	3	10	20	47	80
Cable & Wire (415)	500	2	8	18	53	90
Cable & Wire (415)	520	1	6	16	59	100
Cable & Wire (415)	540	—	—	—	—	—
Cable & Wire (415)	560	—	—	—	—	—
Cable & Wire (415)	580	—	—	—	—	—
Cable & Wire (415)	600	—	—	—	—	—
Cable & Wire (415)	620	—	—	—	—	—
Cable & Wire (415)	640	—	—	—	—	—
Cable & Wire (415)	660	—	—	—	—	—
Cable & Wire (415)	680	—	—	—	—	—
Cable & Wire (415)	700	—	—	—	—	—
Cable & Wire (415)	720	—	—	—	—	—
Cable & Wire (415)	740	—	—	—	—	—
Cable & Wire (415)	760	—	—	—	—	—
Cable & Wire (415)	780	—	—	—	—	—
Cable & Wire (415)	800	—	—	—	—	—
Cable & Wire (415)	820	—	—	—	—	—
Cable & Wire (415)	840	—	—	—	—	—
Cable & Wire (415)	860	—	—	—	—	—
Cable & Wire (415)	880	—	—	—	—	—
Cable & Wire (415)	900	—	—	—	—	—
Cable & Wire (415)	920	—	—	—	—	—
Cable & Wire (415)	940	—	—	—	—	—
Cable & Wire (415)	960	—	—	—	—	—
Cable & Wire (415)	980	—	—	—	—	—
Cable & Wire (415)	1000	—	—	—	—	—

Series	Jul	Oct	Jan	Jul	Oct	Jan
Brit Aero (147)	600	50	80	97	2	18
Brit Aero (147)	650	30	50	70	17	37
Brit Aero (147)	700	20	40	60	26	50
Brit Aero (147)	750	10	30	50	35	70
Brit Aero (147)	800	5	20	40	44	85
Brit Aero (147)	850	3	15	35	53	100
Brit Aero (147)	900	2	10	30	62	115
Brit Aero (147)	950	1	8	28	71	130
Brit Aero (147)	1000	—	—	—	—	—
Brit Aero (147)	1050	—	—	—	—	—
Brit Aero (147)	1100	—	—	—	—	—
Brit Aero (147)	1150	—	—	—	—	—
Brit Aero (147)	1200	—	—	—	—	—
Brit Aero (147)	1250	—	—	—	—	—
Brit Aero (147)	1300	—	—	—	—	—
Brit Aero (147)	1350	—	—	—	—	—
Brit Aero (147)	1400	—	—	—	—	—
Brit Aero (147)	1450	—	—	—	—	—
Brit Aero (147)	1500	—	—	—	—	—
Brit Aero (147)	1550	—	—	—	—	—
Brit Aero (147)	1600	—	—	—	—	—
Brit Aero (147)	1650	—	—	—	—	—
Brit Aero (147)	1700	—	—	—	—	—
Brit Aero (147)	1750	—	—	—	—	—
Brit Aero (147)	1800	—	—	—	—	—
Brit Aero (147)	1850	—	—	—	—	—
Brit Aero (147)	1900	—	—	—	—	—
Brit Aero (147)	1950	—	—	—	—	—
Brit Aero (147)	2000	—	—	—	—	—
Brit Aero (147)	2050	—	—	—	—	—
Brit Aero (147)	2100	—	—	—	—	—
Brit Aero (147)	2150	—	—	—	—	—
Brit Aero (147)	2200	—	—	—	—	—
Brit Aero (147)	2250	—	—	—	—	—
Brit Aero (147)	2300	—	—	—	—	—
Brit Aero (147)	2350	—	—	—	—	—
Brit Aero (147)	2400	—	—	—	—	—
Brit Aero (147)	2450	—	—	—	—	—
Brit Aero (147)	2500	—	—	—	—	—
Brit Aero (147)	2550	—	—	—	—	—
Brit Aero (147)	2600	—	—	—	—	—
Brit Aero (147)	2650	—	—	—	—	—
Brit Aero (147)	2700	—	—	—	—	—
Brit Aero (147)	2750	—	—	—	—	—
Brit Aero (147)	2800	—	—	—	—	—
Brit Aero (147)	2850	—	—	—	—	—
Brit Aero (147)	2900	—	—	—	—	—
Brit Aero (147)	2950	—	—	—	—	—
Brit Aero (147)	3000	—	—	—	—	—

May 18, 87. Total contracts 56996. Calls 42604. Puts 1

WALL STREET

Dow recoups 10 points

New York (Agencies) - Share prices, attempting to shake off a decline of 66 points in two days, opened higher in the early volume yesterday. The rise was helped by the steady dollar and bond markets. Technology and oil shares inched higher. The Dow Jones industrial average rose by 10 points to 2,268.66 in early trading yesterday.

	May 19	May 18	May 17	May 16	May 15
AMR Co	55 1/2	56 1/2	57 1/2	58 1/2	59 1/2
ASA	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
AT&T	37 1/2	38 1/2	39 1/2	40 1/2	41 1/2
Bank of America	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Boeing	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Chrysler	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
IBM	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Intel	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Johnson & Johnson	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
McDonald's	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Merck	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Microsoft	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Motorola	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Oracle	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Rockwell International	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Sony	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Spacelabs	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Unisys	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Wendell	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Worldwide	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Yale	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2
Zenith	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2

Bibby interim setback

Pretax profits of J Bibby & Sons for the half-year to March 28 fell from £20.31 million to £17.85 million on sales down from £269.56 million to £262.57 million. However, the interim dividend is being held at 2.75p. This time there is an extraordinary credit of £4.04 million, compared with a £7.00 debit last year.

The board explains that the extraordinary items arose from the profits on the disposal of both Twydale Turkeys and Bytech and include provisions for the expected rationalization costs in the agricultural and packaging divisions. Mr B Karol, the chairman, tells shareholders that there should be an improvement in results in the second half. Agreement has been reached with the Wiggins Teape Group for the purchase

of its industrial papers business for £4.5 million cash from the end of next month. Bibby's activities cover paper and converted products, science products, agricultural, materials handling, packaging and security printing in the US, industrial services and electronics.

In brief

● **ASTRA:** First quarter of 1987. Earnings, before appropriations and tax, 303 million kroner (£23.9 million), against 381 million kroner. Sales 1,232 million kroner (1,150 million kroner). Earnings per share 4.95 kroner (4.70 kroner). Group sales for 1987 are expected to rise by about 11 per cent to about 5,500 million kroner.

● **LAMBERT HOWARTH GROUP:** The acquisition of Custom has been completed. Lambert has paid an initial consideration of £1.6 million in cash, unsecured loan notes and ordinary shares; a further consideration, up to £100,000 may be paid, depending on Custom's 1987 pretax profit.

● **HUNTING PETROLEUM SERVICES:** The company is strengthening its interests in specialized coatings in Britain and extending its US activity with three acquisitions, totalling about £1.6 million in cash. A subsidiary, Hunting Lubricants and Specialised Products, has bought England Hughes Bell and Co, based at Eccles, near Manchester, manufacturing and distributing a wide range of specialized coatings to the building and construction trades.

LONDON FINANCIAL FUTURES

	Open	High	Low	Close	Est Vol
Three Month Sterling	91.81	91.86	91.78	91.84	1575
Jun 87	91.81	91.86	91.78	91.84	1575
Jul 87	91.81	91.86	91.78	91.84	1575
Aug 87	91.81	91.86	91.78	91.84	1575
Sep 87	91.81	91.86	91.78	91.84	1575
Oct 87	91.81	91.86	91.78	91.84	1575
Nov 87	91.81	91.86	91.78	91.84	1575
Dec 87	91.81	91.86	91.78	91.84	1575
Jan 88	91.81	91.86	91.78	91.84	1575
Feb 88	91.81	91.86	91.78	91.84	1575
Mar 88	91.81	91.86	91.78	91.84	1575
Apr 88	91.81	91.86	91.78	91.84	1575
May 88	91.81	91.86	91.78	91.84	1575
Jun 88	91.81	91.86	91.78	91.84	1575
Jul 88	91.81	91.86	91.78	91.84	1575
Aug 88	91.81	91.86	91.78	91.84	1575
Sep 88	91.81	91.86	91.78	91.84	1575
Oct 88	91.81	91.86	91.78	91.84	1575
Nov 88	91.81	91.86	91.78	91.84	1575
Dec 88	91.81	91.86	91.78	91.84	1575
Jan 89	91.81	91.86	91.78	91.84	1575
Feb 89	91.81	91.86	91.78	91.84	1575
Mar 89	91.81	91.86	91.78	91.84	1575
Apr 89	91.81	91.86	91.78	91.84	1575
May 89	91.81	91.86	91.78	91.84	1575
Jun 89	91.81	91.86	91.78	91.84	1575
Jul 89	91.81	91.86	91.78	91.84	1575
Aug 89	91.81	91.86	91.78	91.84	1575
Sep 89	91.81	91.86	91.78	91.84	1575
Oct 89	91.81	91.86	91.78	91.84	1575
Nov 89	91.81	91.86	91.78	91.84	1575
Dec 89	91.81	91.86	91.78	91.84	1575
Jan 90	91.81	91.86	91.78	91.84	1575
Feb 90	91.81	91.86	91.78	91.84	1575
Mar 90	91.81	91.86	91.78	91.84	1575
Apr 90	91.81	91.86	91.78	91.84	1575
May 90	91.81	91.86	91.78	91.84	1575
Jun 90	91.81	91.86	91.78	91.84	1575
Jul 90	91.81	91.86	91.78	91.84	1575
Aug 90	91.81	91.86	91.78	91.84	1575
Sep 90	91.81	91.86	91.78	91.84	1575
Oct 90	91.81	91.86	91.78	91.84	1575
Nov 90	91.81	91.86	91.78	91.84	1575
Dec 90	91.81	91.86	91.78	91.84	1575
Jan 91	91.81	91.86	91.78	91.84	1575
Feb 91	91.81	91.86	91.78	91.84	1575
Mar 91	91.81	91.86	91.78	91.84	1575
Apr 91	91.81	91.86	91.78	91.84	1575
May 91	91.81	91.86	91.78	91.84	1575
Jun 91	91.81	91.86	91.78	91.84	1575
Jul 91	91.81	91.86	91.78	91.84	1575
Aug 91	91.81	91.86	91.78	91.84	1575
Sep 91	91.81	91.86	91.78	91.84	1575
Oct 91	91.81	91.86	91.78	91.84	1575
Nov 91	91.81	91.86	91.78	91.84	1575
Dec 91	91.81	91.86	91.78	91.84	1575
Jan 92	91.81	91.86	91.78	91.84	1575
Feb 92	91.81	91.86	91.78	91.84	1575
Mar 92	91.81	91.86	91.78	91.84	1575
Apr 92	91.81	91.86	91.78	91.84	1575
May 92	91.81	91.86	91.78	91.84	1575
Jun 92	91.81	91.86	91.78	91.84	1575
Jul 92	91.81	91.86	91.78	91.84	1575
Aug 92	91.81	91.86	91.78	91.84	1575
Sep 92	91.81	91.86	91.78	91.84	1575
Oct 92	91.81	91.86	91.78	91.84	1575
Nov 92	91.81	91.86	91.78	91.84	1575
Dec 92	91.81	91.86	91.78	91.84	1575
Jan 93	91.81	91.86	91.78	91.84	1575
Feb 93	91.81	91.86	91.78	91.84	1575
Mar 93	91.81	91.86	91.78	91.84	1575
Apr 93	91.81	91.86	91.78	91.84	1575
May 93	91.81	91.86	91.78	91.84	1575
Jun 93	91.81	91.86	91.78	91.84	1575
Jul 93	91.81	91.86	91.78	91.84	1575
Aug 93	91.81	91.86	91.78	91.84	1575
Sep 93	91.81	91.86	91.78	91.84	1575
Oct 93	91.81	91.86	91.78	91.84	1575
Nov 93	91.81	91.86	91.78	91.84	1575
Dec 93	91.81	91.86	91.78	91.84	1575
Jan 94	91.81	91.86	91.78	91.84	1575
Feb 94	91.81	91.86	91.78	91.84	1575
Mar 94	91.81	91.86	91.78	91.84	1575
Apr 94	91.81	91.86	91.78	91.84	1575
May 94	91.81	91.86	91.78	91.84	1575
Jun 94	91.81	91.86	91.78	91.84	1575
Jul 94	91.81	91.86	91.78	91.84	1575
Aug 94	91.81	91.86	91.78	91.84	1575
Sep 94	91.81	91.86	91.78	91.84	1575
Oct 94	91.81	91.86	91.78	91.84	1575
Nov 94	91.81	91.86	91.78	91.84	1575
Dec 94	91.81	91.86	91.78	91.84	1575
Jan 95	91.81	91.86	91.78	91.84	1575
Feb 95	91.81	91.86	91.78	91.84	1575
Mar 95	91.81	91.86	91.78	91.84	1575
Apr 95	91.81	91.86	91.78	91.84	1575
May 95	91.81	91.86	91.78	91.84	1575
Jun 95	91.81	91.86	91.78	91.84	1575
Jul 95	91.81	91.86	91.78	91.84	1575
Aug 95	91.81	91.86	91.78	91.84	1575
Sep 95	91.81	91.86	91.78	91.84	1575
Oct 95	91.81	91.86	91.78	91.84	1575
Nov 95	91.81	91.86	91.78	91.84	1575
Dec 95	91.81	91.86	91.78	91.84	1575
Jan 96	91.81	91.86	91.78	91.84	1575
Feb 96	91.81	91.86	91.78	91.84	1575
Mar 96	91.81	91.86	91.78	91.84	1575
Apr 96	91.81	91.86	91.78	91.84	1575
May 96	91.81	91.86	91.78	91.84	1575
Jun 96	91.81	91.86	91.78	91.84	1575
Jul 96	91.81	91.86	91.78	91.84	1575
Aug 96	91.81	91.86	91.78	91.84	1575
Sep 96	91.81	91.86	91.78	91.84	1575
Oct 96	91.81	91.86	91.78	91.84	1575
Nov 96	91.81	91.86	91.78	91.84	1575
Dec 96	91.81	91.86	91.78	91.84	1575
Jan 97	91.81	91.86	91.78	91.84	1575
Feb 97	91.81	91.86	91.78	91.84	1575
Mar 97	91.81	91.86	91.78	91.84	1575
Apr 97	91.81	91.86	91.78	91.84	1575
May 97	91.81	91.86	91.78	91.84	1575
Jun 97	91.81	91.86	91.78	91.84	1575
Jul 97	91.81	91.86	91.78	91.84	1575
Aug 97	91.81	91.86	91.78	91.84	1575
Sep 97	91.81	91.86	91.78	91.84	1575
Oct 97	91.81	91.86	91.78	91.84	1575
Nov 97	91.81	91.86	91.78	91.84	1575
Dec 97	91.81	91.86	91.78	91.84	1575
Jan 98	91.81	91.86	91.78	91.84	1575
Feb 98	91.81	91.86	91.78	91.84	1575
Mar 98	91.81	91.86	91.78	91.84	1575
Apr 98	91.81	91.86	91.78	91.84	1575
May 98	91.81	91.86	91.78	91.84	1575
Jun 98	91.81	91.86	91.78	91.84	1575
Jul 98	91.81	91.86	91.78	91.84	1575
Aug 98	91.81	91.86	91.78	91.84	1575
Sep 98	91.81	91.86	91.78	91.84	1575
Oct 98	91.81	91.86	91.78	91.84	1575
Nov 98	91.81	91.86	91.78	91.84	1575
Dec 98	91.81	91.86	91.78	91.84	1575
Jan 99	91.81	91.86	91.78	91.84	1575
Feb 99	91.81	91.86	91.78	91.84	1575
Mar 99	91.81	91.86	91.78	91.84	1575
Apr 99	91.81	91.86	91.78	91.84	1575
May 99	91.81	91.86	91.78	91.84	1575
Jun 99	91.81	91.86	91.78	91.84	1575
Jul 99	91.81	91.86	91.78	91.84	1575
Aug 99	91.81	91.86	91.78	91.84	1575
Sep 99	91.81	91.86	91.78	91.84	1575
Oct 99	91.81	91.86	91.78	91.84	1575

[illegible][illegible]

LA CRÈME DE LA CRÈME

ASSETS APPRECIATED

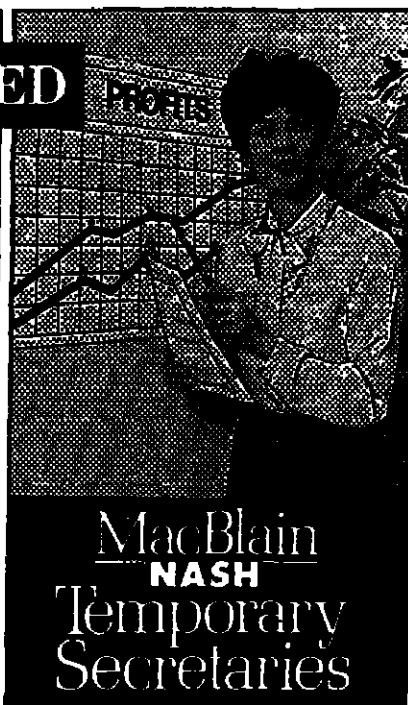
Make sure your skills and assets are appreciated in full.

As one of London's leading temporary agencies for top level secretaries we can offer you a wide range of senior assignments.

We pay the full market rate and, in addition, offer a non contributory holiday pay scheme and free word processor cross training.

Your assets will be fully appreciated when you phone 01-439 0601.

Carrington House, 130 Regent Street, LONDON W1 Tel: 01-439 0601 (Entrance in Regent Place above Iberia Airways)



MacBlain
NASH
Temporary
Secretaries

The City University ACADEMIC REGISTRAR'S OFFICE Secretarial & Publications Assistant

£7,374 to £8,728 p.a. inc.

A Secretarial and Publications Assistant is required to work in the central academic administration of the University.

Duties will include assisting with prospectuses, departmental brochures, newsletters, etc., and with general secretarial work for the office, ie, preparing minutes and other work for committees. The post may develop with increased emphasis on publications and with the possibility of progression.

Applicants must be competent typists with the ability to work on their own initiative, and have experience of or be willing to learn wordprocessing. Preference will be given to graduates and those with experience in an educational environment.

Benefits include season ticket loan scheme, generous holiday entitlement, and excellent sports and recreational facilities.

For further information and an application form, please send a written request by postcard to Ms Jane Cameron, Personnel Recruitment Assistant, The City University, Northampton Square, London EC1V 0HB.

Closing date 3rd June 1987.

SECRETARY Research Services

A vacancy exists for a secretary to work for the Head of Research Services within the Sales Department of Central Independent Television based in Portman Square.

This senior position requires a well organised person who is capable of working on a one-to-one basis, able to use initiative and work under pressure which will require some flexibility. When the Manager is out of the office you must be capable of dealing with general enquiries and enjoy working on your own projects.

In return for first class word processing and shorthand skills, you will receive a competitive salary, lunch vouchers and five weeks holiday. Experience in the fields of television and/or market research would be an added advantage.

Minimum age 24.
Interested? Why not ring our 24 hour answerphone for an application form on 0602 861135.

An Equal Opportunities Employer

CENTRAL

SECRETARY/PA

Applications are invited for the position of Secretary/PA to the Chief Executive of a private property investment company based in London WC1.

The person appointed will have good secretarial skills in addition to a responsible attitude, the experience and organising ability to cope with the demands of the position and accurate shorthand/audio in the order of 100/60. Salary negotiable circa £10,000 p.a. plus lunches and other benefits.

Please send CV to:

Mr D A Neeves,
GMS Syndicate Limited
32 Great James Street, Bedford Row, London WC1N 3HB.
(no agencies please).

RECEPTIONIST/TELEPHONIST £9,000 - £10,000

We are an architectural and interior design practice of approximately 50 people, close to Tottenham Court Road Underground, and are looking for a Receptionist/Telephonist with typing ability.

Previous experience of this kind is essential, as is an outgoing personality and a pleasant professional telephone manner. If you fit this description, and enjoy working in a busy but friendly environment, please apply in writing with Curriculum Vitae to:

Carol Crook,
Rock Townsend, 33 Grease Street,
London W1P 1PN
No Agencies

Senior Secretary for Partner Edward Erdman/Leading W/End Surveyors.

As Senior Secretary to this successful and dynamic Auction Partner, you will be able to play a key part in organising the work of a busy commercial property Auction and Research Department.

With your good W.P. skills and communicating ability you will organise the departmental secretarial work load amongst the two other young secretaries and yourself.

You will need to be self motivated and able to deal with confidential work, and attend and help with administration of all Auctions.

Good working environment and attractive salary.

If you would like to be considered for this position please telephone:

Ruth Masdole, Edward Erdman.
01 629 8191

EXEC SECRETARY £10,500 plus Victoria

Lots of varied duties in relaxed PLC Board environment. Chairman is a darling! Travel, conferences, organising, recruitment and lots more. 100/60 speeds and discreet manner. Bonus inc.

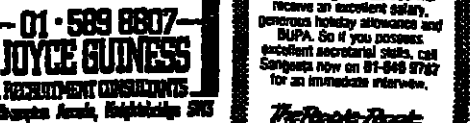
Call SUZANNE DUNPHY
OFFICE ANGELS
01-430 0844



PR c. £11,500 PA in PERSONNEL £10,000

This is a rare opportunity to work in the fast moving world of Personnel. Working for a leading company you will be responsible for recruitment, correspondence and travel arrangements. You will receive an excellent salary, pension, holiday allowance and BUPA. Go if you possess excellent secretarial skills, can type 80 wpm on a 100/60 and are available for an immediate interview.

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS
21 Bampton Road, Brixton, London SW2 8JL



The Oil Business to £11,000

A highly responsible role with the MD of this international petrochemicals company. With an excellent track record in top flight positions you will display both the personality and aptitude for the recruitment/supervision of secretarial staff, office administration, dealing with figures and exchange rates, and attending high level meetings in a representative capacity. You will also run the office smoothly and efficiently and deal with problems calmly in the MD's absence. Excellent typing, rusty shorthand and French requested. Call 01-493 5787.

GORDON-YATES

CHAIRMAN'S P.A. ADVERTISING £13,500

He's fairly young, strong and fast with a substantial workload. You must be quick witted, prepared to be involved and a team player. Supervise team of secretaries. 100/60 speeds.

Call DENISE BISHAW
OFFICE ANGELS
01-434 5945



SECRETARY PA £10,500

MD of expanding group of companies involved mainly in design and photography in W1, seeks a first-class secretary.

Applicants should ideally be between 25-45, have 100/60 skills, enjoy organisation, have experience at senior levels, and be prepared to work as part of a team.

Tek Lynne on 439 7786 (no Agencies)

We are looking for an experienced, mature and responsible General Secretary with excellent secretarial and organisational skills, who, after a suitable lead-in period, could head our secretarial staff and set up and maintain a workable filing system for our vast and complex workload. If you are genuinely interested in applying for this position, please contact:

Miss Sherry Lee,
Igal Yawetz & Associates,
Architects and Planners,
20 Redfield Lane,
London SW5 0RJ
Telephone 370 0007 for further details
(No agencies)

PA WITH FRENCH PUBLIC RELATIONS £10,000

Small Public Relations company seeks a bilingual PA who can run the office and help deal with their clients and media. Some client contact in French. Good pay and excellent benefits. Age irrelevant. Non smoker.

Call to Ms. A. Collier,
59 Queen Anne St,
London W1M 9FA.
01 242 1188

RECEPTIONIST/ TYPIST

We are a small West End property investment company seeking a young typist receptionist (21/22). She should have 65 wpm typing (audio), be conscientious and willing to be involved in all aspects of the business. Salary according to experience.

Cv's to be sent to:
Ms. A. Collier,
59 Queen Anne St,
London W1M 9FA.

RESEARCH & PLANNING IN ADVERTISING £7,750 WITH TRAINING

Your love of variety and flexible approach will allow you to get involved in research, presentations and freelance interviews. Training given, but experience appreciated with typing & w/p skills. Please Monica Wootton.

ADMINISTRATION IN PUBLISHING £13,000 + BONUS

A career opportunity exists for this international company as assistant to the administration manager. Computer experience & supervision on building maintenance plus first aid is essential. Please Monica Wootton.

STAFF INTRODUCTIONS
01-486 6951

A CAREER IN BROKING £10,000 PLUS

Move away from secretarial when you train with the largest brokers in the UK to deal and process business. Their experience is property, so a broking or insurance background helps. With shorthand and/or audio. Call Lynn Lait.

TRAINING IN LUXURY HOTEL

For a people loving person who enjoys organising, this training post offers scope to progress. In banking you will learn your trade. Copy typing of 45 wpm needed to secure a prestigious and exciting career. Call Lynn Lait.

STAFF INTRODUCTIONS
01-486 6951

COLLEGE LEAVER PA - c £9,000

Free camera tickets, full training on all technology plus your own areas of responsibility to learn in this structure first job. Join young environment. Secretary Director of large Mayday company. With good secretarial skills & some numeracy. Call Caroline Wallinger.

PUBLIC RELATIONS £10,000+

MORTGAGE SUB +++++
Checking press releases, layout of brochures and co-ordinating press cuttings is part of the varied post. If you are willing to enjoy telephone liaison and have good secretarial skills ring Caroline Wallinger.

STAFF INTRODUCTIONS
01-486 6951

Secretaries Something special in store

Undergoing a programme of rapid nationwide development this major store group, based in the West End, occupy a much envied position in the retail world. Their story is one of style and success - success based upon style in fashion, leisure goods, and home furnishings.

To achieve and maintain such prominence requires commitment by enthusiastic ambitious staff at all levels throughout the company. That is where you come in.

Secretary to Sales Director c£11,000

Very much a Personal Assistant's role, you'll have the experience, maturity and personality to cope, often single handedly, with a hectic and varied workload. Outgoing, personable and friendly, it's an ideal opportunity to impress your style on this busy sales department.

Personnel Secretary c£9,000

Working on a variety of recruitment activities, this is the opportunity to make the best of your experience in a personnel environment. Bright, enthusiastic and well-presented, your first class secretarial skills will be invaluable in this often hectic environment.

Marketing Secretary c£9,000

In a wide range of advertising and promotional activities this is the opportunity to make your mark. To succeed in this media-led department you'll need excellent organisational skills, plenty of enthusiasm, and an ability to take the initiative.

Training Department Secretary c£9,000

If you're level-headed, enthusiastic and work well under pressure, you'll thrive on the responsibilities that go with this position. Involved in all aspects of setting up and running training courses, your organisational skills will be tested to the full.

In return this high-profile organisation will offer excellent company packages, including attractive salaries, a wide range of benefits, and potential for rapid progress.

Take the initiative. Forward a comprehensive CV quoting ref. MD 1329 to the Confidential Reply Supervisor, Macmillan Davies, Salisbury House, Bluecoats, Hertford, Hertfordshire SG14 1PU. As we will be forwarding your CV direct to our client, please state on a separate piece of paper any companies to whom we should not forward your details.



THE WORK SHOP RECRUITMENT COMPANY THE WORK SHOP RECRUITMENT

Tasteful Temping...

No hassles. No let-downs. Just plain, simple high grade temping. A tasteful package of top jobs, elite rates and thoroughly professional service. If you have sound skills and experience, you should be talking to The Work Shop. Telephone Sue Cooke on 01-409 1232.

THE WORK SHOP RECRUITMENT COMPANY THE WORK SHOP RECRUITMENT

EUROMONEY PUBLICATIONS PLC COLLEGE LEAVERS

Euromoney, a leading financial information company based in the City, has several openings for college leavers with good secretarial skills (shorthand desirable but not essential). We are seeking bright, ambitious people who are looking for career opportunities within a fast moving company. If you have just left, or are about to leave secretarial college, and are seeking a career rather than just a job, we would be very interested in talking to you.

Please ring Mrs Diane Chaplin:
01 353 3101.

Euromoney Publications Plc,
Nestor House,
Playhouse Yard,
London EC4V 5EX.

Proud to be a Secretary?

Special Person... £10,000

For a true secretary... a true secretarial role with this Property company. Working with the Development executive and assistant you will fulfill a traditional role in your special way. As you become his 'right hand' you will liaise with clients and colleagues, organise meetings and diaries, make the office run smoothly and visit refurbishments to follow up on progress. Previous property experience, good typing and audio... and that extra ingredient mean you are the ideal choice. Call 01-493 5787

GORDON-YATES

Recruitment Consultants

EXPANDING ADVERTISING AGENCY NEEDS MORE HELP

RECEPTIONIST

You are one of the most important people in the team, the first point of contact between agency and client. Everything you do must make the right impression. We need a second person to help run our reception area. Salary £8-9,000.

PA/SECRETARY
Our Client Services Director is looking for a personable and intelligent person to help co-ordinate his account handlers and clients. The job requires lots of organisational skills. Salary £9-10,000.

SECRETARY
We now require another person to provide us with help in running a busy department. If you have fast, accurate typing, enjoy working for a variety of people, this job could be for you. Salary £8-9,000.

Please write to Julia Richmond at:
Gannaway Ltd,
7-9 Charlotte Street,
London W1P 1HD.

TRAVEL c. £10,000

No shorthand needed by young sales and marketing director of leading travel agency. As his personal assistant you will have good typing, social confidence, and private education. Ability to run show in his absence. A bonus set up with fringe benefits, including discount holidays.

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS
21 Bampton Road, Brixton, London SW2 8JL

Senior Secretary

First Leisure Corporation, one of the brightest and fastest growing names in Leisure, is looking for an equally bright Secretary to service its Head Office Catering and Security Departments.

You will need to be at least 22 years of age with first class secretarial skills including shorthand and audio. Word Processing experience would also be an advantage. With 2 years + secretarial experience you will be well organised, efficient and able to cope with a heavy workload. In addition the person we take on will have a lively personality and a good sense of humour!

In return we offer a competitive salary in the region £9,250 - £9,500 per annum and generous benefits. Interested? Then write with full CV to Julia Burt, First Leisure Corporation PLC, 7 Soho Street, London W1V 5FA. Tel: 01-437 9727.

AN OPPORTUNITY TO EARN £12,000+ With a guaranteed bonus of £1,000

One of the UK's leading public companies has an opportunity for a young secretary to work with them for one year in their central London offices. The position would suit those who want security but the flexibility a contract offers. Good typing and W/P skills essential as is a good personality and a willingness to learn and be trained. (The position can offer an opportunity to move out of secretarial).

For more information call SUE GREEN in confidence on 437 4314.

THAMES TEMPORARIES - RECRUITMENT CONSULTANTS

IN THE CENTRE OF GOVERNMENT PA/Receptionist

The key figure based in the heart of Whitehall requires a young secretary to become their PA and act as receptionist to all their visitors and guests. The position requires tact, commitment and would suit those currently working as a secretary in the professions or in a central government department. Salary is good as is the opportunity.

Please contact
Brian MacBlain in total confidence.
01-499 9175

SOMETHING FOR EVERYONE! Secretaries - No Shorthand - £64

Due to expansion this highly successful, large but friendly, City company is recruiting secretaries at all levels. Their interests are extremely wide-ranging. You could be working as part of a team in the fast-moving entertainment/celebrity section or as a senior partner with management training. No specific experience is required but Audio and Word Processing skills would be useful. Lovely offices only a few minutes' walk from the Tube. Salaries range from £7,500 for college leavers to £12,000 for Senior P.A.s. Please ring 734 6080

**CROSS
SELECTION**
RECRUITMENT CONSULTANTS

FIRST JOB IN ADVERTISING £8,000 + BENEFITS

If you have lots of energy and a strong, sociable personality then this leading Ad Agency would like to meet you. Working as Sec/PA to a small account handling group, you will be fully involved using your good communication skills, accurate typing and, hopefully, shorthand. Prospects for promotion are excellent. For more information please tel:

Amanda Dawes
01 831 2401
Chalice
Recruitment and Training Consultants

CITY LOVER c. £13,000

Your experience in banking or insurance will secure the responsible PA post working for Chief Executive. Good audio, strong organisational ability plus experience to deal with VIPs. At full high tech, KNIGHTSBRIDGE PA to £11,000. Senior secretary 25ish will find working for the Chief Accountant of this property co. an unusually varied and interesting role. 80/60 with a little shorthand.

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS
21 Bampton Road, Brixton, London SW2 8JL

DRAKE PERSONNEL A PR PROSPECT £10,000

Prospects exist when you join the Drake group. The MD, who will personally select you, offers a career opportunity in a fast moving company. You will be responsible for organising PR events and actually attending them, so you will get out and about. You will be directly supervising the staff and that's a job for a real professional. You'll get to be strong, outgoing and in control. If this sounds like you and you've got good typing and w/p skills, call Mike Drake on 01-409 4031.

The Drake Group
The Drake International Group

PUNCH MAGAZINE

Needs a secretary to work for the Deputy Editor, and help in the general running of the Editorial department. Suit 2nd jobber. Please apply in writing, enclosing a CV, to:
Amanda Hazell,
PUNCH,
23-27 Tudor Street,
London, EC4Y 0HR

DRAKE PERSONNEL IMAGE IN '87 £13,000 + BONUS

How would it feel to know that your advice will affect the corporate image of your company? As assistant to the Head of Corporate Image of the major French Merchant Bank, you will be responsible for the smooth running of the department, handling all of the administration as well as organising the needs of your company's public relations. You will need reasonable French, good shorthand and typing and a sharp eye for detail. Call Mike Drake on 01-409 4031.

The Drake Group
The Drake International Group

SCRIPLES

ARTS

URGENT

REQUIREMENTS

Temporary

WP/Secret

URGENT

REQUIREMENTS

Temporary

WP/Secret

URGENT

REQUIREMENTS

Temporary

WP/Secret

URGENT

REQUIREMENTS

Temporary

WP/Secret

URGENT

REQUIREMENTS

Temporary

WP/Secret

URGENT

REQUIREMENTS

Temporary

WP/Secret

URGENT

REQUIREMENTS

Temporary

WP/Secret

PERSONNEL ASST
£9,500 + 3% m.o.r.
Prestigious Merchant Bank offers total involvement to a confident, outgoing person with 80/60 wpm + WP. Personnel exp. not essential for this young lively dept.

AUDIO SEC
£10,000 + M.O.R. Subs.
Organise this bank's marketing dept. and use your secretarial/WP skills to the full. Great benefits!

SENIOR SEC
£10,000
Working for Finance Director, your day will be busy and varied. Good SH/Audio skills are required + arranging diary, travel. Exc. benefits, superb working environment.

01-353 4722
SCRIPLES OF FLEET STREET (PERS. CON)

ARTS - £10,500 + Bonus
Fluent French
This leading auction house needs a first class sec/PA to work in one of their busiest expert departments. The successful candidate will be strong in all the secretarial functions including typing in French and preferably French shorthand. Aged 25-40. Speeds 100/60 + audio + WP.

KNIGHTSBRIDGE
no shorthand
A secretary is needed to assist this young entrepreneur set up his office. The successful candidate will enjoy working on their own and will be trained on a PC. Good audio typing. Aged 24-40. Salary £11,500.

COBOLD AND DAVIS
RECRUITMENT LTD.
35 Bruton Place
W1. 01-493 7783

URGENTLY REQUIRED

Temporary

WP Secretaries - NOW

With skills of 100/60 wpm and a working knowledge of word processors. Long or short term assignments.
Telephone 01-439 0601 NOW!

MacBlain
NASH
Temporary Secretaries

Carrington House, 130 Regent Street, LONDON W1 Tel: 01-439 0601
(Entrance in Regent Place above Davis Airways)

Small Screen : Big Screen
TV and Films £9,000

This is only a trailer for an exclusive! One company is a commercial television company, the other is an international film distributor. Working as PA with the Research and Marketing Director, or the Photographic Manager in Advertising and PR they are both super opportunities with excellent companies. Both roles have high interest and admin responsibility... both require bright and enthusiastic achievers. Liaising with USA companies, dealing with clients, preparing documents for the sale of TV time, shipping contracts worldwide... all this and lots more. With good skills, office experience and the desire to get involved... call 01-493 5787.

GORDON-YATES

Recruitment Consultants

MEDIA RECEPTION

Two receptionists are urgently needed for this very busy young company in Knightsbridge. In addition to your efficient telephone manner and reception skills you will have lots of opportunity to get involved in the office administration. Salaries £8,500 with early review.

Susan Beck RECRUITMENT
01-584 6242

BI-LINGUAL SENIOR PA

£12,500 ++
English mother-tongue secretary with fluent French needed for this W1 International Commercial Advertising Company. 50% French speaking. Considerable admin content. No shorthand. 2/4. Small friendly team. Fantastic opportunity.

UPTOWN PERSONNEL
1 The Arcade, Victoria, London SW1
Tel: 01-828 2727

COLLEGE LEAVER

£7,000-£7,500
Learn the ropes in either PR/Marketing or Property. If you have shorthand or audio skills and are looking for your first job in a business "people" environment then call me to get more data. JUNE START. Call Kevin on 408-1631.

Middleton Jeffers

RECRUITMENT LIMITED

DRAKE PERSONNEL

SALES ADMINISTRATOR
£10,000 +

Excellent offered in one of the most dynamic and exciting sectors of the business world. The newly appointed Sales Administrator will be responsible for the day-to-day running of the sales department, liaising with sales targets, organising sales conferences and seminars, and ensuring that the sales team is fully motivated and equipped to achieve their targets. This is a fantastic opportunity for a motivated and ambitious individual to join a leading company and make a significant contribution to its success. For more information, please contact Drake Personnel on 01-493 7783.

DRAKE PERSONNEL

SALES ADMINISTRATOR
£10,000 +

Excellent offered in one of the most dynamic and exciting sectors of the business world. The newly appointed Sales Administrator will be responsible for the day-to-day running of the sales department, liaising with sales targets, organising sales conferences and seminars, and ensuring that the sales team is fully motivated and equipped to achieve their targets. This is a fantastic opportunity for a motivated and ambitious individual to join a leading company and make a significant contribution to its success. For more information, please contact Drake Personnel on 01-493 7783.

DRAKE PERSONNEL

SALES ADMINISTRATOR
£10,000 +

Excellent offered in one of the most dynamic and exciting sectors of the business world. The newly appointed Sales Administrator will be responsible for the day-to-day running of the sales department, liaising with sales targets, organising sales conferences and seminars, and ensuring that the sales team is fully motivated and equipped to achieve their targets. This is a fantastic opportunity for a motivated and ambitious individual to join a leading company and make a significant contribution to its success. For more information, please contact Drake Personnel on 01-493 7783.

DRAKE PERSONNEL

SALES ADMINISTRATOR
£10,000 +

Excellent offered in one of the most dynamic and exciting sectors of the business world. The newly appointed Sales Administrator will be responsible for the day-to-day running of the sales department, liaising with sales targets, organising sales conferences and seminars, and ensuring that the sales team is fully motivated and equipped to achieve their targets. This is a fantastic opportunity for a motivated and ambitious individual to join a leading company and make a significant contribution to its success. For more information, please contact Drake Personnel on 01-493 7783.

ADNR
5 Sherwood Street, London W1V 7RA
MARKETING up to £13,500
Excellent salary and benefits (including mortgage subsidy) for a top PA/Secretary to work for the Vice President in Marketing of a well known financial institution. A confident individual, preferably in the mid 20's. WP experience essential.

BUSINESS ACUMEN up to £11,000
Our client, a young, well established entrepreneur is looking for a capable assistant who speaks fluent French and German. Secretarial skills essential but just as important is an ability to deal with our client's business affairs and associates. A very interesting proposition with scope. Located just off New Bond Street.

THE ROLLS ROYCE OF WOOLLEN WEAVES £9,000
Our very prestigious client seeks a PA/Secretary to their MD. It is a perfect placement for someone with good skills who prefer a calm, unburied environment steeped in history, and reliant on reputation.

For further information contact

Judith Seedhouse

on 01-734 9582 (Rev. Com)

ADNR

MEMBER OF PERS

Upmarket Temping

This week join an exclusive and upwardly mobile elite. The pick of London's prestige jobs. Rewards that pay full recognition to excellence. And something more. Longer-term career growth. Financially our pay structure reflects your development. So too our training unit where, without charge or obligation, you can bring yourself up to date with the latest in WP. Find out more about upmarket temping. Call today 01-493 5787.

STOP PRESS STOP PRESS STOP PRESS

Rate increases 1st June 1987

STOP PRESS STOP PRESS STOP PRESS

GORDON-YATES

Recruitment Consultants

CHESTERTONS

PRUDENTIAL

SECRETARY W9

£9,000

An experienced secretary is needed in our Little Venice Lettings department. Fast accurate Audio typing and Wordstar 2000 experience are desirable.

This is more than just a secretarial job so we need somebody bright, smart, cheerful and dedicated.

If this sounds like you contact: Sharon Rogers, Manager Lettings, Tel: 01 282 4558

01 282 4552

NEGOTIATOR W2

Salary Neg

We are presently looking for a negotiator for our Hyde Park Lettings department. Experience is preferable but if you are bright, intelligent, articulate and energetic then we'll help you with the rest.

A full driving licence is essential. To arrange an interview please contact: Susan Fitz-Gibbon, Manager Lettings, Tel: 01 282 5030.

PR & TOURISM

to £9,500

Join this small but well established agency specialising in tourism. You will give support to 2 young account executives and help organise and attend various functions and events. Lots to get involved in and lots of client contact. Terrific prospects. 55 wpm typing and WP experience needed. Age 20+.

Please telephone 01 240 3531 (24hr answering machine)

Elizabeth Hunt

Recruitment Consultants

18 Grosvenor Street London W1

MAD ABOUT MARKETING?

£11,000

If you find marketing makes the world go round, this Marketing Director of a new division of a Merchant Bank needs your help.

He's looking for a quick, keen, happy secretary who enjoys dealing with the Press and who flourishes if confronted with new tasks. 80/60 skills and WP needed. Late 20's.

To complete this picture, please contact us on 01-631 0902

JIGSAW

RECRUITMENT CONSULTANTS

France, Spain & Savile Row?

£12,000 + benefits

This is a genuine linguistic opportunity to join a world-beater working as Assistant/ Administrator (c. 30% sec.) to a charming businessman in a fast-moving International company. You must be snappy, professional, have commonsense, you will have your own smart office and a helpful junior and limitless opportunities to use your initiative - arrange a cocktail party, meet clients, learn the business and be discreet. If you are 23+, have French and Spanish (English mother tongue) oral and written, and good shorthand and typing and some admin experience, then this Company needs you. Call 01-493 5787.

GORDON-YATES

Recruitment Consultants

SPECIAL EVENT AND CORPORATE ENTERTAINING CONSULTANTS

Experienced Secretary required to assist Marketing Manager of expanding company based in Fulham. Efficient and accurate secretarial skills essential, combined with an enthusiastic attitude and good team spirit.

Salary neg. + car expenses. Telephone Ros Elliott, 01 381 6144

PJ PROMOTIONAL SERVICES LTD

PUTNEY ESTATE AGENT

seeks Secretary to help organise and assist busy team in friendly environment.

£8,000-£9,000 pa.

Phone Michael Noy 01 788 7884

PA/Administrator Personnel

£12,000

Robson Rhodes is a major firm of chartered accountants employing some 800+ staff in the UK.

Our Director of Personnel is looking for an experienced PA/Secretary who will also lead a small team in the Personnel and Training Department in our City offices.

This Senior position requires excellent secretarial skills (100 wpm shorthand and WP experience) and the enthusiasm to work as part of a lively department developing existing systems, including a computerised Personnel Database.

Please apply in writing with your CV to:

ROBSON RHODES

Chartered Accountants

Mrs. Louise Hemsted

186 City Road, London EC1V 2NU

Personal Assistant to Director of Industrial Relations

ITCA is the Association of the sixteen Independent Television Companies, and acts on their behalf on matters of common interest.

Ideally candidates should be 22+, educated to 'A' level standard, and possess excellent shorthand/typing of 90/55 w.p.m. minimum and word processing experience. Good organising skills, a preparedness to use initiative, and the ability to relate to people at all levels are essential qualities, also stamina - there are no 'quiet' periods.

A full Job Description is available on request.

We offer an attractive salary, together with the usual company benefits.

Please write, enclosing c.v., by 29 May 1987, to the:

Personnel Officer

Independent Television Companies

Association Ltd

Knights House

56, Martineer Street

London W1N 8AN.

Tel: 01-580 2139.

We are an equal opportunity employer.



Independent Television Companies Association

SECRETARY TO EXECUTIVE DIVISION

£ EXCELLENT

Robert Walters Associates is a young, progressive company which has rapidly established itself as a leading player in the financial recruitment market. Operating in UK and International Search and Selection our executive division has an immediate vacancy for a young and professional secretary to join this dedicated team. The successful candidate should possess excellent secretarial and administrative skills in addition to a methodical and responsible approach to work. The ability to communicate well at all levels is essential as is confidentiality and commitment. Shorthand is desirable but not essential. Remuneration is excellent and an industrious approach will be consistently well rewarded. If you have the ability to respond to the challenges of a fast moving environment, please call Jane Griffiths on 01-930 7850 or write enclosing brief details to the address below.

ROBERT WALTERS ASSOCIATES

EXECUTIVE SEARCH AND SELECTION

66-68 Haymarket London SW1Y 4RF Telephone: 01-930 7850

SECRETARY P.A.

£13,500

Superb organising P.A. for Banker, EC2. Total discretion & diplomacy. Thorough involvement in brushed, thickly carpeted EC2 suite. ST. Loan and LE other perks.

Call CAROLINE LE SUEUR 01-421 5943



SENIOR AUDIO SEC

£12,000

Due to successful growth & expansion this top firm of international property developers needs an experienced Audio Sec 24 (SH useful) with WP to work for their Consultants in a varied and busy friendly group. Call Shaz on 408-1631.

Middleton Jeffers

RECRUITMENT LIMITED

COME INTO THE GARDEN

Tonight we are keeping our Covent Garden office open late in order to see secretaries who find it hard to meet us during working hours. We have a wide range of vacancies in both the West End and the City, so why not pop in for an informal chat. If you are looking for temporary work, our temporary manager would also be very happy to meet you.

Please telephone 01 240 3611 (24hr answering machine)

Elizabeth Hunt

Recruitment Consultants

2-3 Bedford Street London WC2

MEMBERSHIP AND SYSTEMS MANAGER

Seeking challenge and responsibility?

Independent Institute in Whitehall wants Membership and Systems Manager for dynamic team. Service experience, typing skills and knowledge of computers essential. Would suit ex Officer. (25-35). Salary c. £12,000 pa.

Apply with CV to:

RUSI, Whitehall, London SW1A 2ET.

AUTHOR & CONSERVATIONIST

requires Personal Secretary with shorthand. Peterborough district. Country and animal lover essential. Good driver. Weekend work sometimes necessary. Salary £10,000 plus cottage.

Interviews now.

Reply to Box E38 The Times, Box Numbers Dept, Virginia Street, London. E1 9DD

Design PA.

c. £11,000 a.a.c.

A remarkable opportunity to join a highly prestigious and well known designer in a brilliant operation. He is seeking a pure professional with exceptional talent and commitment. The standards are high but the rewards are immense - not only financially - but also in the involvement and satisfaction your skills will bring. The dynamic entrepreneur knows exactly what is required and will search painstakingly for the right person to fill this unique position... personality, attention to detail, enthusiasm and the ability to juggle several balls in the air at once. Graduate level education preferred, with excellent typing and shorthand. Call 01-493 5787.

GORDON-YATES

Recruitment Consultants

CHELSEA INTERIORS

★ PART-TIME ★

★ TO £8,500 ★

This lovely bright showroom and office needs a young secretary with good shorthand and typing to work 4 or 5 hours a day. You must be well-presented and able to relate to high-level clientele in an elegant and contemporary environment.

5 Weeks Holiday

Susan Beck RECRUITMENT
01-584 6242

Parlez-vous francais?

Good French speaking Shorthand Secretaries required by this London based company. Must be experienced on Displaywrite II or III. Aged 20-35. Excellent salary and benefits for high calibre people.

Also required good Audio Secretaries with WP experience for permanent positions. Aged 20+. Salary £9,000 + benefits.

Ring SONIA CROSS on 01-439 7551.

KEY OPERATIONS ASSISTANCE

72 Dean Street, London W1V 3JB

PA/SECRETARY

to Director

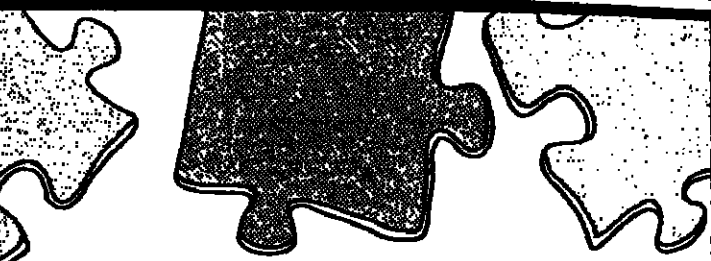
Management Consultancy

in Strand, c.£10,500

Unusually interesting job, working with Director in friendly and luxurious W1 office.

Handle international assignments, with research report preparation, client contact, organising travel.

If you're 25-40 with intelligence, initiative and fast audio typing phone Ruth Shelley - 388 2851.



Crone Corkill temps always fit in.

£7.50p/h from June 1st

Our temporary team has established an excellent reputation over the past 10 years. It isn't really surprising. We take great care to ensure the right person is in the right assignment. Your skills and work experience, journey and personality are all thoughtfully pieced together to produce a complete picture so that you can make the most of your assignments. Everyone with the same skills is paid the same excellent hourly rate.

You will need speeds of 100/60, 2 years' Director level experience in Central London (or a comparable capital city) and good WP skills.

Ring us now to join the team, and we'll make sure you're never a square peg in a round hole! 01-434 4512.

Crone Corkill

RECRUITMENT CONSULTANTS

Professional recruitment as dedicated to your career as you are.

Secretaries

Join a winning team in the City!

c.£13,000

Phillips & Drew, a leading UK Securities House, requires two energetic and enthusiastic secretaries who are looking for a challenge, to work for the Head of Personnel and two of his senior managers in this rapidly expanding department.

Excellent secretarial and administrative skills are required along with an 'A' level education and the ability to communicate with people at all levels. Although Personnel experience is not essential, familiarity with working for senior management is very important. In return for all your hard work we offer a salary of up to £13,000 together with bonus, mortgage subsidy, non-contributory pension, free life assurance and free BUPA.

Please write, enclosing a detailed c.v. explaining why you are suitable to join this friendly and dynamic team, to:

Sally Mew,

Recruitment Officer,

Phillips & Drew,

120 Moorgate, London EC2M 6XP

A MEMBER OF THE UNION BANK OF SWITZERLAND GROUP



ADMINISTRATOR

c. £9,500 + Company bonus

SHL is the leading firm of Occupational Psychologists in the UK. One of our men offices is in Esher, Surrey but we have a small London Office specifically for our assessment work.

The Administrator would work with our consultants and be involved in administration and marking of psychological tests, some word processing of reports, arranging appointments and general office management. There would be a lot of contact with clients, candidates and our consultants, but the administrator would be the only person permanently based in this office.

We are looking for a person with good administrative and keyboard skills, independence and maturity.

For further details and an application form, please contact Janet Hyde on 01-837 6341, Seville & Holdsworth Ltd., Suite 10, Museum House, 25 Museum Street, London WC1A

PA TO PARTNER

£12,500 + BENEFITS

CENTRAL LONDON

Self motivated Personal Assistant to senior partner managing 50+ staff in one of the leading firms of Chartered Surveyors and Urban Real Estate Consultants.

You will be required to assume a high profile role providing full administrative support to an exceptionally busy partner and will be responsible for the numerous other tasks associated with the efficient running of a large department where the average age is 28.

You are likely to be in your 20's, with solid and proven administrative skills. Good secretarial

LA CRÈME DE LA CRÈME

Secretaries

Come and work for Esso

We offer opportunities to well educated, enthusiastic Secretaries with 'O'/'A' levels and at least 3 years Secretarial/Administrative experience. Excellent Word Processing skills are essential - preferably IBM Displaywrite 2 and PROFS - but cross training would be provided. Shorthand speed of 80 wpm **ONLY** will be acceptable - but flexibility, organisational and interpersonal abilities are of highest priority.

- Good career prospects.
- Salary negotiable.

Please send a full CV to: Head of Recruitment, Esso Petroleum Company Limited, Esso House, Victoria Street, London, SW1E 5JW.

Esso is an Equal Opportunity Employer and positively welcomes applications from men and women and members of ethnic minority groups.



Secretaries

£10,500+

ARE YOU EFFICIENT...
EFFECTIVE...ENERGETIC?

This is the sort of person we're looking for to join us at the Department of Energy.

We now have a number of openings for Shorthand and Audio secretaries to work for some of our senior people. These are very responsible jobs doing interesting and varied work of national importance.

To apply you should be 18 or over and have at least 2 years' recent secretarial experience.

Applicants should be able to type 30wpm and 100wpm shorthand, or audio equivalent (i.e. able to transcribe a 360 word tape dictated at 120wpm in 20 minutes).

Your starting salary will be between £8,072 p.a. - £8,602 p.a. rising to £9,291 p.a. Opportunities to earn a

further £1,240 p.a. for higher typing, audio and shorthand speeds (via proficiency tests) will bring your salary to £10,531 p.a. (salaries currently under review).

Proficiency Tests may be taken at any time.

Excellent benefits include generous holidays, season ticket loans, non-contributory pension, and an active sports and social club. We can even help with reasonably priced accommodation.

Like to know more? Telephone Arlene Hinds on 01-211 6778 or 5914 or write to: Department of Energy, Room 1532, Thames House South, Millbank, London SW1P 4QJ.

Department of Energy An equal opportunities employer.

Land of Opportunity

Fashion... Human Resources...
Creative Design... Leisure...

Talent and skills are something you have... opportunities at all levels are something you can find. You may find them faster by reading a little bit further.

Human Resources sounds grand... but this company do everything from resource evaluation to company recruitment. An excellent place to develop fine people skills and graduates are welcome.

Fashion this company is a national leader in textiles... join this company and you are with a winner offering various avenues to be explored.

Creative Design a small and expanding company where you provide the commensurate and organisation to enhance the free-wheeling creativity... a lovely place to work.

Leisure what you dream about doing in your spare time this company operate as a thriving international business... we know where you can fit in.

What you need to grasp these opportunities? Sound office skills, good typing and shorthand, enthusiasm and the ability to learn. Receptionist skills with excellent telephone manner and superb personality are also accommodated within these companies. Salaries range from £6,500 - £7,500. Call and see how they match up to your specifications. Call 01-493 5787 today.

GORDON YATES

Recruitment Consultants

MULTILINGUAL SERVICES

Recruitment Consultants

JAPANESE: Exciting part-administrative/part-secretarial post for fluent English Japanese speaker, who will assist charming airline sales executive in new and interesting role. Around £10,000.

GERMAN: Involving post as PA/Secretary to General Manager of famous engineering firm. You will need at least two years' experience, fast English shorthand, a taste for admin and fluent German. c.£9,500 with extras.

FRENCH: Young, lively Secretary with at least a years experience, super-fluent French (in which you will be interviewed) and good German, for wine firm in Mayfair. Shorthand not vital. £9,000 + review.

JAPANESE: Budding young executive for job which involves marketing, organising production, sales, simple accounts and general administration. Lots of responsibility and scope. £8,500-£10,000. a.s.e.

01 836 3794

22 Charing Cross Road, London WC2H 9HR

BILINGUAL SECRETARY (FRENCH)

RICHMOND £12,000+

We are a leading computer leasing company and part of one of the world's largest banks. We are looking for a first class secretary to work for the Director's and who will have excellent secretarial skills and fluent French both written and spoken.

As least as important as basic skills will be the applicants' personality which should be outgoing and one which relishes working in a dynamic marketing environment. Preferred age 25 to 35 years.

Excellent salary and benefits. Please reply in your own handwriting enclosing detailed CV to:

GEORGE WIRGMAN,
ECS INTERNATIONAL UK LIMITED,
18/24 PARADISE,
RICHMOND UPON THAMES,
SURREY, TW9 1SE
01 940 2199

The People Company

£9,700 + benefits

Would you like to work with wonderful people in a job that will tone down the typing and tone up the people contact... then... why not join one of the best companies in the world? You will be waived away to train for your new responsible position... by the very best. If you are good with people, have good typing and would like to work in Knightsbridge in a fascinating job please call... 01-493 5787.

GORDON YATES

Recruitment Consultants

CHESTERTONS

PRUDENTIAL

SECRETARY SW6

Salary neg.

We are looking for a secretary to back up our Sales team in our Fulham Office. WP experience would be an advantage. This is a full time position with excellent benefits.

You will need to be bright, cheerful, hardworking and enthusiastic to become part of our very busy team. For immediate interview. Telephone: Julie Stiles, Manager, Sales on 01-731 3011. TODAY!

TV/Video Producers

Senior PA/Secretary to work at top level. Ideal for someone who enjoys hard work and can demonstrate fast and accurate shorthand and typing skills. £11,000

Script Writers PA/Administrator. Challenging position for an experienced person to act as a bridge between the creative and the commercial. £11,000

Ad Agency Receptionist/Secretary. Fast paced and exciting. You will be working on heavy, fast and busy. There will be many opportunities to develop your skills. £11,000

Magazine Editor Successful glossy magazine needs an enthusiastic PA/Secretary to act as a bridge between the creative and the commercial. £11,000

Small, friendly Marketing Company Lots of variety, WP experience essential. Stylish offices near Tower Hill. Ring Julie on 01-498 0462 (No agencies)

SECRETARY/PA

Efficient, organised secretary to work for small investment holding company in the City. Good shorthand and typing skills. £11,000

Pathfinders Recruitment Specialists. Tel: 0259 5132

We are the UK Securities Company (based in St James's Square, SW1) of a major Swiss Bank currently seeking to fill two positions:

PA/SECRETARY/ACCOUNTS ASSISTANT

This is a new opening for a self-motivated Secretary to the Assistant Director/Company Secretary responsible for Administration/Data Processing/Operations. We are seeking a responsible individual (age 20-25) with excellent secretarial and organisational skills, who, after a suitable lead-in period, will be able to handle much of the routine accounting/administrative tasks undertaken in this area. The position offers an opportunity to progress beyond the normal secretarial role in a varied and interesting department.

RECEPTIONIST/TELEPHONIST/LIBRARIAN

Our reception/switchboard (Monarch Compact 100) is covered between the hours of 8.00 am and 6.00 pm on a two-shift system. Preference will be given to a German-speaking individual with extensive banking/reception/switchboard experience. Age is not important but an impeccable telephone manner, a sense of humour and a willingness to get involved with a broad range of general office duties is essential. In addition to salary, the position carries an additional clothing allowance.

City experience and a knowledge of word processing (preferably Wang) is a requirement for both appointments.

If you can convince us of your enthusiasm and potential for either position, you can expect substantial personal rewards and a highly competitive salary together with a substantial banking benefits package.

Apply in writing with CV and daytime telephone number to:

Sue Pamplin
LEU SECURITIES LIMITED
Enserch House, 8 St James's Square
London SW1Y 4JU

(Strictly No Agencies)

Temporary Word Processor Operators

Don't hide behind your screen

Come out into the open, and talk to us. Sit down with us and let us expertly match your skills to our word processor assignments.

After this we add all the benefits you would expect from the world's largest temporary help company.

MANPOWER Tel: 225 0505
Temporary Staff Specialists 24 hour answering service

SECRETARY/P.A. TO MANAGING DIRECTOR

A world leader in the design and manufacture of specialist lighting for the Entertainment Industry, Strand Lighting is a multi-national company with a worldwide reputation.

As Secretary/P.A. to the Managing Director, you will be dealing with people at the highest corporate level - so the professional poise, maturity and efficiency that is the hallmark of all top Secretaries is vital.

Aged 30+, you will already have experience of working at a similar level. Good shorthand and W.P. skills should be coupled with the confidence to manage all office procedures in the Managing Director's absence.

A working knowledge of P.C.'s is also essential. The salary and benefits will fully reflect how importantly we view this position.

In the first instance call Dick Snodgrass on (01) 560 3171 or send career details to him at Strand Lighting, P.O. Box 51, Great West Road, Brentford, Middlesex, TW8 9ER.

Strand Lighting



THE WORKSHOP RECRUITMENT COMPANY THE WORKSHOP RECRUITMENT

'Read All About It...'

Press Office £10,000

This magnificent Public Relations company provide a service for British travel agents. Working in a small team you will have an abundance of commonsense and initiative as you find the room to develop. There is lots to learn as you organise conventions, set up exhibitions, handle diverse travel enquiries and run the office on your own. Good skills are requested... but enthusiasm, confidence and previous PR experience are all necessary attributes for this exciting opportunity. Call 01-409 1232 today.

WI ARCHITECTS

Require

A BRIGHT YOUNG SECRETARY

To work in their busy office. If you have good secretarial skills (including W.P.) and enjoy getting involved in a variety of tasks such as helping to implement various office systems, organising our P.A. library or being responsible for the office housekeeping, then please ring:

Delyth Evans on 01-439 8621

Salary negotiable

SECRETARY/ADMINISTRATOR

(c.£9,000)

A rare opportunity to join our fast moving, City based, computer company. Due to recent expansion we require an experienced secretary with good typing/WP skills (we will cross train). If you are well presented, organised and can work under pressure answering all the needs of a busy sales team, you will find this a varied and rewarding position.

Contact Linda Beattie on 01-278 2377

PROJECT SECRETARY

£9,500

Variety person with unflinching ability. WI for well presented, enthusiastic 20+. Involvement and responsibility assured. 80/50 OK, WP exp. prof. Also position for Receptionist - £8,500.

INTERNATIONAL BANK

Most local position is £15 for enthusiastic, ambitious secretary with solid 80/50 skills and WP exp. The position offers variety and challenge. Lots of client contact. EXCELLENT salary package to £10,000 + benefits including cheap loans and bonus scheme.

Please phone Wendy McCready on 481 2828

For details on these and many other positions, contact D'ARCY HAY ASSOCIATES (AGY)

EXAMINATIONS 'SECRETARY'

(Salary Scale c.£11,000 - £13,500 p.a.)

For Royal College (medical secret) SW1. The person appointed will be responsible for three staff members and answerable to the College Secretary for all aspects relating to the organisation of the Primary and Final Examination process including advising the examination committee, liaison with the Regional Advisors, Panels of Examiners, etc. Applications invited from well-educated candidates with developed, systematic minds, sound administrative background, good communication skills and mature, warm personalities. Write

Managing Director, Messy's Executive Selection, 100, Baker Street, W1. 01-935 8694.

AUTHOR & CONSERVATIONIST

requires Personal Secretary with shorthand. Peterborough district. Country and animal lover essential. Good driver. Weekend work sometimes necessary. Salary £10,000 plus cottage. Interviews now.

Reply to Box E35 The Times, Box Numbers Dept, Virginia Street, London, E1 9DD

SVC TELEVISION

A leading post-production facility based in Wandsworth, W1, requires a Junior Secretary aged 18-21 with shorthand/typing skills. Knowledge of word processing would be useful although not essential as training will be given.

Salary negotiable according to age and experience. Please telephone Clive Taylor on 01-734 1600 for further information. (No agencies)

INTERIOR DESIGN, HAMPSTEAD

Small friendly company requires two cheerful, unflappable persons.

RECEPTIONIST £7,000
TYPIST/FILING CLERK £7,500
PLEASE CALL LOUISE ON 01 431 2627.

Pineapple Group

This expanding acquisitive service based group with interests in the UK and US seeks ultra efficient PA/Secretary to work with senior Directors in W1 group head office.

Consistent self-starter with corporate level experience essential. Two set and pearls brigade need not apply. Please submit details in own handwriting to:

Peter Bain/Deputy Chairman,
Pineapple Group plc,
60 Paddington Street,
London W1M 3RR

LANGUAGE RECRUITMENT SERVICES LTD

RUSSIAN bi-lingual sec for Int Co, W. London, to £12,000 a.s.e.

GERMAN We have a number of vacancies for bi-lingual secretaries in publishing, banking, records, sales etc. £9-£12,000.

SPANISH bi-lingual secretary (no SH) for Director of N.W. London Co. £10,000.

FRENCH bi-lingual sec to Mgr of Int Record Co. £10,000.

For these and many more, call Helen O'Shea/Kerry Partides on 380-1018 (8.30pm) or CV to Strode House, 46-48 Canaburg St, NW1.

Personnel £8,500

Major Public Company needs extra help on a long term basis in its Personnel Dept. As this position could become permanent this is an ideal opportunity for someone looking for a career in personnel.

Age early 20's, skills 80/50/WP. Call Karen Sherman

GRADUATE APPOINTMENTS

TRINITY STREET, W1. 01-629 7722

LEONARD GROUSE ASSOCIATES LTD

Devis House, 129 Wilton Road London SW1V 1JZ

GENERAL SECRETARY

You will be a very important part of this growing Pension Consultants as an on round secretary with telephone duties. 'O' Level English and excellent typing required. Audio skills preferred. WP useful but will teach or cross train. Sense of humour important. 20+ yrs. £9,000 p.a. Free lunch provided. Next to Victoria Station.

Please apply to Mrs Margaret Blackwell at the above address or on 01 630 7141 (NO AGENCIES)

UNIQUE OPPORTUNITY

PA/Secretary for small dynamic rapidly expanding company with varied investments including TV/Production/Sponsorship/Medical. I urgently need an efficient, reliable, organised non-sticker with a company personality to help me run the company. Apple WP, £10,000 p.a. Please telephone: Nicola Martin-Richards 01-589 7711.

Co-ordinating Role

£11,000

A challenging role in the hectic environment of volatile property prices. This is an opportunity to broaden your horizons as you help continue the rapid expansion of the Furnished Accommodation - Lettings department. You will illustrate excellent admin and co-ordinating skills as you prepare tenancy agreements, liaise with clients and companies, organise inventories, follow through on renovation work... in fact handle all that's involved. With good skills, a strong personality and self motivation call 01-493 5787.

GORDON YATES

Recruitment Consultants

FULHAM c. £10,500

Exciting job working on new river project as sec/receptionist. Some switch experience and good typing. Must have nous to deal competently with builders to clients.

VIEW OF THE PARK Mayfair £10,000

Probably the nicest boss around in super new offices of prestigious co. Has a lot to offer a PA 2nd jobber with 80/50, an air with high tech, well educated, outgoing with a flexible attitude.

01-589 8807 JOYCE GUINNESS

RECRUITMENT CONSULTANTS 21 Brompton Road, Knightsbridge SW1

PA SECRETARY

£12,000 + Mortgage Senior Director of top City M/Bank seeks a socially confident Secretary, ideally with an 'A' level education. To provide a full PA support. Salary £12,000 p.a. plus mortgage. 80/50/50. Call 01-493 5787.

Further details from Sarah or Amanda on 01 734 6652

THE DAVIS COMPANY 13-14 DEAN STREET LONDON W1

PA WITH FRENCH PUBLIC RELATIONS

£10,000 Small Public Relations company seeks self motivated PA/Sec who can run the office and help deal with their leading industry clients and the media. Some client contact in French. Good into sales and organising ability essential. Age immaterial. Non smoker. Telephone Miss Davis 01 242 1188

PA WITH FRENCH PUBLIC RELATIONS

£10,000 Small Public Relations company seeks self motivated PA/Sec who can run the office and help deal with their leading industry clients and the media. Some client contact in French. Good into sales and organising ability essential. Age immaterial. Non smoker. Telephone Miss Davis 01 242 1188

WI ARCHITECTS

Require

A BRIGHT YOUNG SECRETARY

To work in their busy office. If you have good secretarial skills (including W.P.) and enjoy getting involved in a variety of tasks such as helping to implement various office systems, organising our P.A. library or being responsible for the office housekeeping, then please ring:

Delyth Evans on 01-439 8621

Salary negotiable

SECRETARY/ADMINISTRATOR

(c.£9,000)

A rare opportunity to join our fast moving, City based, computer company. Due to recent expansion we require an experienced secretary with good typing/WP skills (we will cross train). If you are well presented, organised and can work under pressure answering all the needs of a busy sales team, you will find this a varied and rewarding position.

Contact Linda Beattie on 01-278 2377

PROJECT SECRETARY

£9,500

Variety person with unflinching ability. WI for well presented, enthusiastic 20+. Involvement and responsibility assured. 80/50 OK, WP exp. prof. Also position for Receptionist - £8,500.

INTERNATIONAL BANK

Most local position is £15 for enthusiastic, ambitious secretary with solid 80/50 skills and WP exp. The position offers variety and challenge. Lots of client contact. EXCELLENT salary package to £10,000 + benefits including cheap loans and bonus scheme.

Please phone Wendy McCready on 481 2828

For details on these and many other positions, contact D'ARCY HAY ASSOCIATES (AGY)

EXAMINATIONS 'SECRETARY'

(Salary Scale c.£11,000 - £13,500 p.a.)

For Royal College (medical secret) SW1. The person appointed will be responsible for three staff members and answerable to the College Secretary for all aspects relating to the organisation of the Primary and Final Examination process including advising the examination committee, liaison with the Regional Advisors, Panels of Examiners, etc. Applications invited from well-educated candidates with developed, systematic minds, sound administrative background, good communication skills and mature, warm personalities. Write

Managing Director, Messy's Executive Selection, 100, Baker Street, W1. 01-935 8694.

AUTHOR & CONSERVATIONIST

requires Personal Secretary with shorthand. Peterborough district. Country and animal lover essential. Good driver. Weekend work sometimes necessary. Salary £10,000 plus cottage. Interviews now.

SVC TELEVISION

A leading post-production facility based in Wandsworth, W1, requires a Junior Secretary aged 18-21 with shorthand/typing skills. Knowledge of word processing would be useful although not essential as training will be given.

Salary negotiable according to age and experience. Please telephone Clive Taylor on 01-734 1600 for further information. (No agencies)

INTERIOR DESIGN, HAMPSTEAD

Small friendly company requires two cheerful, unflappable persons.

RECEPTIONIST £7,000
TYPIST/FILING CLERK £7,500
PLEASE CALL LOUISE ON 01 431 2627.

Pineapple Group

This expanding acquisitive service based group with interests in the UK and US seeks ultra efficient PA/Secretary to work with senior Directors in W1 group head office.

Consistent self-starter with corporate level experience essential. Two set and pearls brigade need not apply. Please submit details in own handwriting to:

Senior Secretaries

Arthur Andersen & Co. is a name which has become synonymous with 'quality' for the service we offer to our clients and for the careers we provide for our staff. It has been a vital element in our emergence as one of the country's largest and most professional firms of accountants - an achievement only made possible by the quality of the people we employ.

We are still growing - and to help us maintain this momentum we are seeking high calibre secretaries aged 23+, educated to at least 'O' level standard, with 60+ wpm audio, a flexible approach to work and whose interpersonal skills will enable them to deal with management and staff at all levels.

You will be working in a young, dynamic and

progressive environment where teamwork has proved to be another great contributor to our success, and where you will have the opportunity to train in the latest new technology (Wang).

If you are looking for a challenge coupled with enormous job satisfaction, please send your detailed C.V., with daytime telephone number to:

ARTHUR ANDERSEN & CO
Chartered Accountants

Mrs Maggie Hennessy,
Arthur Andersen & Co.,
1 Surrey Street,
London WC2R 2PS.

EXECUTIVE PA Paddington to £14,500

The Chief Executive of this highly successful computer consultancy offering a unique service to a wide range of multi-national companies, requires a professional senior secretary. Your dual role consists of responsibility for all personnel administration and secretarial recruitment as well as providing full secretarial support to this busy man. To take this job in your stride you must have board-level and personnel experience combined with enthusiasm, immaculate appearance and a sense of commitment. Skills (100/60/WP) and 'A' level education essential. Age 30-45. Please call

434 4512

Crone Corkill
RECRUITMENT CONSULTANTS

MANAGEMENT CONSULTANTS

Reading Area £14,000

Have you run an office? Are you an entrepreneur who loves to develop companies? Do you like to work with staff members and Company Directors? Are you familiar with the recruitment process? Do you have a keen eye for detail and a sense of commitment? If you are a young go-ahead 'growth' company executive you? If the answer was yes to all of the above we want you to telephone us now. Age 28+.

01-499 0092

Senior Secretaries

VENTURE CAPITALIST

£12,000

This is an excellent opportunity to join this prestigious venture capital fund which provides funds to help develop companies. You will be working with a Senior Executive who is part of this small London based team and probably be in your mid 20's. The job involves frequent overseas telephone work and your first rate secretarial/WP skills will be vital to your success in this position.

01-606 1611

Senior Secretaries

In the City CHAIRMAN'S CHOICE - PUBLISHING

Opportunity for a young secretary to work at the highest level

Are you poised and professional with absolute discretion and charm? These are the essential requirements for success in the high powered Chairman's office of this major publishing house, producing top quality magazines and books. You will be at the very heart of the action, arranging meetings and social

functions, supervising secretarial support and co-ordinating company wide administration, including personnel. This position calls for dedication and commitment. In return, you will receive early responsibility, total involvement and, most importantly, recognition and reward for your success. 90/50. 21+. £10,000.

FINESSE
APPOINTMENTS
01-499 3531/3551

BE A TEMPORARY SECRETARY, NOT JUST A TEMP!

Tired of being taken for granted? As an experienced secretary with extensive knowledge of word processing, particularly IBM Displaywriter and Wang, we can offer you:

- Up to £7 per hour
- Overtime pay
- A friendly professional service
- A selection of London's top assignments

To join our team of valued, high calibre secretaries, please call Camilla Arnold on 01-631 0479.

Seer Selection
RECRUITMENT CONSULTANTS

SEER



Grovelands Priory Hospital

Secretary to MEDICAL DIRECTOR

An experienced secretary is required for this demanding post. Candidates must have excellent shorthand typing and communication skills. Preference will be given to applicants with a knowledge of medical terminology.

The salary will reflect the responsibilities of the post and the experience of the successful applicant.

Please reply giving details of experience to Mr A J Lewis, Hospital Director, Grovelands Priory Hospital, The Burren, Southgate, London N14 6RA tel: 882 8191

£15,000+ Banking

Executive secretary, 24-40, with banking experience to 'hold the fort', deal with clients and generally look after the V-P heading up the representative office of an American bank opening in Mayfair. Audio + some shorthand.

£15,000 + car Shakespeare Enthusiast

Travelling executive PA, 24-32, with fluent spoken and written Spanish and social skills to travel with (or without) the Director of a major property company. No shorthand needed, lots of PR/entertaining - must be prepared to re-locate to Stratford-on-Avon.

UNITED MEDICAL & DENTAL SCHOOLS OF GUYS & ST. THOMAS'S HOSPITAL (ST THOMAS CAMPUS) Secretary to the Dean of St. Thomas's

Your organisational ability, sound secretarial skills and calm personality will be put to good use in this interesting career opportunity involving lots of contact with academic/medical, staff and students.

We are looking for someone with a good educational background (A level standard and/or medical secretarial qualification an advantage) to provide a full secretarial service to the Dean and also to assist with undergraduate (UCCA) admissions. Starting salary up to £7,757 per annum, plus allowances for secretarial qualifications. For a job description, telephone Clare on 01-928-9292, extension 3209. Applications in the form of a curriculum vitae with the names of two referees should be sent to the Staffing Officer, UMDS, St. Thomas's Hospital, Lambeth Palace Road, London SE1 7EH, quoting reference STH/CA/187; applications no later than 1 June 1987. (A level standard and/or medical secretarial qualification an advantage)

SECRETARIES PLUS

£13,000+ Conference Organiser

Organise conferences and exhibitions + liaise with hotels and the media for professional conference organisers in SW1. 100 shorthand + relevant previous experience, age 30+.

£15,000+ Personnel/ Recruiting

You have personnel/recruiting skills, a natural enthusiasm for life and a positive attitude. Your hard work and expertise will earn you job satisfaction and excellent financial rewards as a consultant with Secretaries Plus or WordPlus, our expanding specialist secretarial and WP division. Call Lyn Cecil on 439-7001.

DRAKE

PERSONNEL

A MARKETING CAREER IN PUBLISHING

As a well known advertising company, Drake is looking for a professional, energetic and motivated individual to join their team. The successful candidate will be responsible for the day-to-day running of the company's marketing department. This is a challenging role requiring excellent organisational and communication skills. The successful candidate will be responsible for the day-to-day running of the company's marketing department. This is a challenging role requiring excellent organisational and communication skills.

PA/Secretary £7.5 - £9.5k neg plus profit share Small team, big challenge

economic and business consultancy urgently needs an enthusiastic team member. (Could start at once).

Our work is often for the EEC and there is a lot of international contact. We like highly motivated people who enjoy responsibility.

Excellent skills including WP are essential. We will cross-train you to IBM Displaywriter and PC.

5 weeks holiday. Preferred age 20-27. Non-smoker.

CV to Miss Martine Nowak
EAG Ltd
35 Albemarle Street
London W1X 3FB.

ECONOMISTS ADVISORY GROUP

International Markets £12,000 + Bonus

This is an exciting opportunity to join this successful young investment group as they move into a period of growth. As right hand to the Director of investments your interest in finance and world affairs will enable you to expand your secretarial role to include market research, the co-ordination of courses and other new business campaigns. You will probably be a graduate with a financial or marketing background who thrives on the names of two referees should be sent to the Staffing Officer, UMDS, St. Thomas's Hospital, Lambeth Palace Road, London SE1 7EH, quoting reference STH/CA/187; applications no later than 1 June 1987. (A level standard and/or medical secretarial qualification an advantage)

Childrens Television £9,500

As PA to the Producer of this well-known childrens TV programme you will spend one day a week as part of the production team. This is a busy, creative department which needs an efficient secretary to handle a mountain of correspondence in response to the programme as well as liaise with record companies, TV personalities and other guests. Age 21+. Skills 100/60.

**RECRUITMENT 5 GARRICK STREET
COMPANY TEL: 01-931 1220**

La Creme RECRUITMENT CONSULTANTS

COLLEGE LEAVER SECRETARY £8,000 pa

An exceptional opportunity for a College Leaver with good shorthand skills, a knowledge of audio and first class personal presentation. This leading West End leisure company will be the perfect springboard for your career. Beautiful offices and a young, team atmosphere. Please contact Joanne Gregory.

01-491 1868

MARKETING PA £12,500++

As a well respected City Law Firm with a reputation for forward thinking, we are seeking a poised and confident Marketing/PR Assistant to develop a newly created, executive position within our organisation. The successful candidate will possess a combination of excellent administrative and organisational skills, the ability to liaise at all levels, take total responsibility for the arrangement of business and social functions, initiate media contact and be production of client publications. Previous research and committee co-ordination experience would be an asset within this unique and varied post.

Send full Curriculum Vitae to:
Jean Young,
73 Cheapside,
London EC2V 6ER.

PROFESSIONAL PA £15,000

The Senior Partner of this respected City law firm is looking for a first class PA, capable of keeping two steps ahead of him.

Much of his work is related to litigation and involves considerable client contact, so absolute discretion and confidentiality are essential. You will organise his business and personal schedules and handle his investment portfolio as well as supervising a junior secretary.

A good standard of education, excellent social skills and senior level computer skills will ensure your success in this demanding position. Age 25-35. Skills 100/60. CITY OFFICE 600 0266

ANGELA MORTIMER

CHAIRMAN'S P.A. £16,000

The Chairman of one of the leading UK banks is looking for a PA. You will be a full and wide-ranging professional life, plus not only a leading role in the overall management of the bank, but also as an advisor to some of the bank's senior executives. You will be responsible for many meetings, travel arrangements and dealing with a wide range of enquiries from all levels of the bank. You will be providing first class secretarial support to a highly successful and busy executive. Age 25-35. Skills 100/60.

City Office 26 8491

ANGELA MORTIMER

ADVERTISING to £10,000 + bonus

PA with 1 year advertising experience can move to a job Accounts Director. Participating in all the exciting aspects of client and agency business, pension scheme and holidaying and social facilities.

NEW HAVEN c. £10,500

Work local with lively marketing of famous drinks to assist in the development of a new brand. Lively, polite personality, responsive to busy, enthusiastic environment.

01 385 8907
JOYCE BODDERS
RECRUITMENT CONSULTANTS
28 Lexington Way, Basingstoke RG24 0NP

LONDON SCHOOL OF HYGIENE AND TROPICAL MEDICINE SECRETARY TO THE SCHOOL SECRETARY

This postgraduate medical school, part of the University of London, is a famous international centre for teaching and research. We are seeking an intelligent, experienced person to provide the School's senior administrative and administrative support in a wide range of tasks including the servicing of committees, involvement in planning and general responsibility for the School's administrative services.

Applicants should preferably have word processing experience, and be capable of dealing with a wide range of people. Salary will be in the range £5,268 to £5,860 inclusive per annum. Excellent conditions, including 28 days holiday, pension scheme and catering and social facilities.

Please send curriculum vitae to

Helen Abbott,
London School of Hygiene and Tropical Medicine,
Keppel Street, London WC1E 7HT or telephone 01-636 8638 ext 201

for an application form and job description, quoting reference FHS/30, closing date 1 June 1987.

A Free Spirit? PA £10,000

All the spirits are bottled with this whisky manufacturer! They produce a superior blend of malt and the Marketing Director needs your help as he travels home and abroad. The typing content is low as you organise conferences, sales meetings, client meetings, arrange travel... and get involved! With flair and confidence, good skills and experience? Call 01-493 4466.

MERRYWEATHER ADVERTISING & SELECTION

MERRYWEATHER

SHANGRI-LA INTERNATIONAL seeks Secretary/Sales Coordinator

Immediate position available for top secretary to work for UK Director of Sales of Shangri-La International Hotels, one of Asia's foremost hotel management companies. Must be friendly, hardworking, enthusiastic and enjoy the sales office environment.

Knowledge of the hotel business and languages would be an advantage. Office located in Knightsbridge. Excellent salary and conditions for the right person. Please call Tina on 01-851 1611

SECRETARY c.£9,500+ PRESTIGE W1 AREA

We are an expanding company specialising in financial and mortgage consultancy. We require an intelligent and motivated person who possesses first class typing and shorthand skills. The successful candidate will be responsible for a wide range of administrative tasks and will be a key member of the team. A willingness to share tasks is essential. The successful candidate will be responsible for a wide range of administrative tasks and will be a key member of the team. A willingness to share tasks is essential.

Call Laura Hobbs today on 01-935 6907

(No agencies)

VISUALISE IT £12,000

Work as a PA to a Director of a TV Company who is closely involved in negotiating with clients. You will be responsible for setting up the database, and then in scope to develop a new range of products. You will be responsible for setting up the database, and then in scope to develop a new range of products.

583 0055/1034

Meredith Scott
Recruitment

PA/ SECRETARY

Required for a Director of a small office of a Property Management Company. The successful candidate will be responsible for a wide range of administrative tasks and will be a key member of the team. A willingness to share tasks is essential.

Write with CV to Susan Weston, Chesterton House, 30-32, Chesterton Road, London, SW1

BI-LINGUAL SECRETARY ENGLISH/FRENCH

Busy fruit and veg importers in Covent Garden require flexible bi-lingual secretary with good typing and telex skills and pleasant telephone manner. S/H useful (but not essential).

Salary negotiable, L.V.'s and 4 weeks holidays. Start immediately.

Contact: Mrs George on 836-2115.

SECRETARY/PA aged 25-35

Are you confident and articulate enough for a medical office in Harley Street, with two young specialised consultants in new premises? You must have especially good organisational skills and enjoy working on your own initiative. Expanding practice, hopes to have a third consultant and a second secretary later this year. Competitive salary starting at c.£10,000 negotiable age, but with an annual review.

Please call 01-496 0666

KNIGHTSBRIDGE LEISURE

Highly organised efficient and enthusiastic PA required for newly appointed Managing Director of rapidly expanding Knightsbridge Leisure Company.

Candidates should be numerate, with excellent typing and audio skills.

Excellent salary and benefits. Reply with CV and covering letter to BOX F21.

SEEKING ADMINISTRATION? (no shorthand)

1. Terrific opportunity for graduate with some office experience, to work in Personnel. Confident applicant who likes variety and has minimum typing of 40wpm. Will use WP (will train), 23/28 to 25,500 + perks.
2. Unusual position for well educated PA wanting something a little different. Enjoy computers, figure orientated, yet not accounts. This is an opportunity for growth - 24/35 £10,000 + perks.

GRADE ONE (Rec Cons)

01 734 5266

LEONARD GROUSE ASSOCIATES LTD

Deris House, 129 Wilton Road
London SW1V 1LZ
GENERAL SECRETARY

You will be a very important part of this growing Personnel Consultancy on a round secretary with telephone duties. 'O' Level English and excellent typing required. Audio skills preferred. WP useful but will teach or cross train. Sense of humour important. No hrs. 25,000 p.a. Free lunch provided. Next to Victoria Station.

Please reply to Mrs Margaret Blackwell at the above address

01 630 7141 (NO AGENCIES)

CHESTERTONS RECRUITMENT

TRAINEE RECEPTIONIST/ TELEPHONIST
£7,000 pa

The office in Hyde Park provides the perfect environment for a smart, enthusiastic trainee receptionist to gain valuable experience in a fast paced environment. If you have a good telephone manner and the other qualities mentioned above, we want you to join our team. Please contact: Mrs Davies, 45 Cornmarket Street, London EC1A 3BN. Telephone: 01 282 8888.

RESIDENTIAL PROPERTY/1

Retirement market is maturing

By Christopher Warman
Property Correspondent

Homes built specifically for the retired, restricted to the over-55s and designed with the needs of ageing owners in mind, have been one of the most significant developments in the housing market in the last decade. There is no sign that demand is falling for retirement homes, rather the reverse, but research into the market and lessons learned in recent years are having an effect. Changes are apparent.

University of Surrey research has concluded that the potential market to the end of the century is 250,000 to 300,000, with a need for 20,000 homes a year. Its authors, Dr Stephen Baker and Dr Malcolm Parry, estimate that one in 10 new homes built in the private sector is for someone over the age of 55.

Their conclusions are questioned by the House Builders Federation, which believes the figures are over-estimates. The HBF claims that 16,000 retirement homes and flats had been built by the end of last year (compared with Baker and Parry's figure of 29,700) and argues that the numbers are reaching a plateau, with 7,000 to 8,000 likely to be built this year by 160 firms.

The potential demand may be very high, but in practice some of those interested will not be able to afford to buy in the more expensive urban areas. There is no doubt that those with big houses can trade down to retirement homes, but many such owners do not want to move.

Even if, however, the lower HBF figures prove closer to reality, there is still a strong demand for retirement homes, as illustrated by the speed with which the flats sell. This is particularly so in the case of those firms with a proven track record in the field, whether it is English Courtways with their small clustered developments in carefully selected locations (details: 01 937 4511), or the work of the bigger developers such as McCarthy and Stone.

In the 10 years since its first retirement scheme, McCarthy and Stone has completed more than 100 developments with 7,000 apartments. This month the firm announced it is expanding its work beyond its traditional safe and secure homes for retired people into new areas for the retired and middle aged.

Known for providing homes at the lower end of the market, its plans now include luxury apartments with hotel-style facilities, and village-style cottage developments including leisure facilities. Some of the cottage schemes, aimed at the younger 50-plus, will have a swimming pool, golf practice and bowls, while the homes will be designed to take a chair lift if needed (details: 01-248 4254).

Some builders rushed into the market with insufficient knowledge and are now out of it again, having failed to provide what is wanted, where it is wanted and at



Pyndar Court, at the foot of the Malvern Hills, five miles from Worcester, comprises two-bedroom cottages and bungalows built around two courtyards by Lansdown Homes. Prices from £57,500. Details: 0934 518106

the price that will sell. Wimpey admits it has got details wrong in the past, but now considers retirement homes an important part of their work, which will account for about 10 per cent of their home-building.

Mike Southcombe, who has special responsibility within the group for sheltered housing, emphasizes that it needs a different approach. "With housing for the elderly, you are selling a concept, a way of life, not a normal property," he says. "You are selling to their children, and you have to sell it to district nurses and to solicitors. They all need educating."

Bellway Homes, comparatively new in the field, has tried to carry its general philosophy into retirement homes by providing more space than their competitors rather than provide communal space. Its first development, in Wimbleton, south-west London, is all reserved (which suggests it has the balance right).

Bellway has two more schemes under way, at Ealing, where 24 one-bedroom flats will cost from £66,000, and at Felpham, Sussex, for those wanting to retire to the coast, where 49 two-bedroom maisonettes are for sale from £52,000 (details: 01 543 3011).

The first retirement homes were mostly sited in small towns, a short walk

away from the shops, post office and other essential amenities. Increasingly, developers are looking to sites in bigger towns and cities, including London, where the fact that they do not have to provide as many parking spaces as for a normal development makes them more viable.

The Abbey Housing Association, set up by the Abbey National Building Society, is building 45 apartments on the old Odeon cinema site at The Quadrant in Hendon, with door telephones, high security locks and alarms standard features. The warden service is described as "discreet" in case of need, service, and details can be obtained from Baird Eves (01 202 2155).

In more traditional "retirement" country, Miller Homes is building 21 one-bedroom, and three two-bedroom, apartments a few minutes from the centre of Winchester.

It is important to provide variety, and there are 10 different layouts — some apartments have balconies, others overlook the river or central courtyard. There is an emphasis on security, and also on independence. The warden off-site is available at all times. Prices range from £62,500 to £67,000 (details: 04868 28511).

More Residential Property features on page 42

PROPERTY BUYERS' GUIDE RETIREMENT HOMES



Retirement Apartments

Offering comfort, independence & security
Features include: ● Central heating
● Resident manager ● Intercom/alarm system
● Fitted kitchen ● Laundry facilities ● Guest suite available ● Attractive surroundings

'Ruskin Court', off Elthorne Way, Green Park Drive, NEWPORT PAGNELL, Bucks
Tel: (0908) 610016 or 612429 From £33,950

'Northwood House', Southampton Rd., FAIRFAX, HANTS
Tel: (0232) 231572 From £43,500

'Oakfields House', Birdwood Avenue, LEAMINGTON SPA, WARMS
Tel: (0922) 30280 From £38,750

Taylor Woodrow Homes For details, please contact the development of your choice

Other retirement developments opening soon at Bedford, Burnham-on-Sea and Teignmouth
Prices correct at time of going to press



RETIREMENT COTTAGES MARLBOROUGH

UNIQUE TOWN CENTRE LOCALITY PROVIDING SECURITY WITH CARING MANAGEMENT

- ★ Resident House Secretary
- ★ Residents "Mill House"
- ★ 24 Hours Emergency Alarm System
- ★ Car Parking
- ★ Exclusive Fishing Rights

PRICES FROM £85,000 ... FREEHOLD

For further details contact: THE OSPREY COMPANY
46-47 CHURCH STREET, TWICKENHAM, MIDDLESEX TW20 2BQ 01-891 9141
OR THE "SHOW COTTAGE" (0872) 55505
BETWEEN 10.00 am & 4.00 pm 7 DAYS PER WEEK

SECURE RETIREMENT IN LUXURY APARTMENTS

Church Walk
Braintree, Essex

Final phase of individually designed one bedroom apartments many with balcony, underground car parking, lift, laundry room, guest suite, resident manager, emergency alarm system.

Available Now From £43,000

McLaughlin & Harvey PLC
Homes Division, Witham
Tel: 0376 516895



McLAUGHLIN & HARVEY PLC

CHURCHILL COURT

CHURCH STREET, BUSH HILL PARK, ENFIELD, MIDD.

RETIREMENT LIVING YOU'LL ENJOY

1 AND 2 BED APARTMENTS TO BE RELEASED JUNE 1987

- ★ Lift
- ★ Resident warden
- ★ 24 hour alarm system

- ★ Large furnished communal lounge
- ★ Electric heating to Medallion Award Standard
- ★ Guest suite for visitors
- ★ Fully fitted laundry room

Fairview Visit the Sales Office open from 10am-5pm, Thursday to Monday (inc.) or Telephone: Sandra Harwood on 01-354 1088 or 01-354 1379.

Before you sign anything, sign this.

Before you get as far as signing a contract on your retirement home, take a look at energy-saving Medallion Award retirement homes.

They offer you the three things you're most looking for — comfort, safety and economy — and that includes the heating and hot water system.

That's because they're specially designed to make the most of Economy 7 night time electricity, which is less than half price compared with today's standard domestic rate.

So not only is it a clean, simple and safe system to run, it's also cheaper. In fact, these days, electricity is the cheapest form of heating and hot water in thousands of new retirement homes.

So, if you're looking for a retirement home, send off the coupon and find out why so many people choose a Medallion Award retirement home.

It's a very safe investment — in more ways than one.

Name _____

Address _____

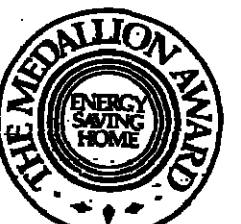
Postcode _____
Post to: Electricity Publications, PO Box 2, Feltham, Middlesex TW14 0TG.



HEATELECTRIC

Energy for Life

The Electricity Council, England and Wales.



WILCON HOMES

Retiring or moving back to South Wales?

SUPERS VALUE PACKED HOMES AT:

Castle Court, Rhosneig, S. Glamorgan — situated on the edge of this coastal village, 3 & 4 bedroom detached homes from £37,950 to £47,950. Telephone: (0487) 717172.
The Gables, Malpas, Shropshire — in a most sought after residential area of this coastal town, 3 & 4 bedroom detached homes from £44,950 to £55,950. Telephone: (0958) 77180.
Forest View, Llangyfelach, Swansea — located in the northern suburbs with good access to the M4, 3 & 4 bedroom detached homes from £28,950 to £35,950. Telephone: (0752) 780449.
Trefilly Fields, Carmarthen, Dyfed — a superb range of detached homes in this delightful coastal town near the coast village of Llanelli. Prices from £38,950 to £57,950. Telephone: (0297) 222171.
SHOWHOMES OPEN 7 DAY A WEEK for a brochure or further information please telephone MARGARET on (0483) 57574

The best places to retire to, in Kent

Best for town, country, theatres, walks, shops... but best of all for retirement living with Blenbury.

A wide variety of warm, purpose-built flats are available at:-

Homesdale, Bromley, Kent. Single flats from £38,000.

Red Lodge, West Wickham, Kent. Single flats from £39,950.

Heydon Court, Hayes, Kent. Single flats from £42,000.

Summerlands Lodge, Farnborough, Kent. 1 bedroom flats from £37,950.

Greenbank Lodge, Chislehurst, Kent. 1 and 2 bedroom flats from £39,750.

Telephone - 01-290 0388 or send coupon for details



BLENBURY RETIREMENT HOMES

Blenbury plc, Cosmos House, 1 Bromley Common, Bromley, Kent BR2 9NA. Telephone: 01-290 0388.

Please send me details of your retirement properties at:-

- ☐ Bromley ☐ West Wickham ☐ Hayes
- ☐ Farnborough ☐ Chislehurst (Tick as applicable)

Name _____

Address _____

A Happy Retirement Starts Here.

Independence, security and freedom. These are the essential ingredients that make Gleebe Court a most welcoming retirement haven.

Cala are building attractively styled 1 & 2 bedroom apartments in the grounds of a former Rectory. The Rectory itself has been modernised — and partially set aside as a communal area for residents.

A management team looks after Gleebe Court's running — leaving you free to enjoy yourself. Call us or visit today, 1/4 mile from junction 5, M3.

GLEEBE COURT STATION ROAD, HOOK, HANTS. Tel: (0125672) 3461. Agents: (0125672) 4317

COUNTRY HOUSES ASSOCIATION LIMITED



(D39) 41 KINGSWAY LONDON WC2B 6UB
TELEPHONE 01-836 1624

CAREFREE RETIREMENT

Private apartments for long-term occupation are available in our historic houses each of which is set within extensive private grounds.

The properties are easily accessible and are situated in Kent, Surrey, Sussex, Essex, Oxfordshire, Berkshire, Wiltshire and Devon.

All have been tastefully converted to provide luxury living whilst retaining their original character and atmosphere.

All services including meals, cleaning and heating are provided by Resident Administrators.

Write or telephone for our illustrated brochure.



Aspley Court

The perfect spot to retire to.

- ▲ Beautiful village with all local amenities neighbouring Western Downs and close to Milton Keynes.
- ▲ Spacious, yet cosy and economical to run.
- ▲ Resident Manager and community hall.

Tel: (0906) 883869 or send the coupon for full details and a colour brochure.

1 and 2 bedroom retirement flats from £42,950.

To: Summit Homes, Redley House, Barrow Road, London Colney, Herts AL2 11 8.

Please send me your colour brochure of Aspley Court

Name _____

Address _____

Tel _____

Summit

HAMPSHIRE



GARDEN MEWS

GRACIOUS LIVING IN RETIREMENT
Bright cottages and apartments overlooking the River Hamble

Details from: Hampshire Estate Agents, 100 High Street, Winchester, Hampshire SO9 6BQ. Tel: (0935) 3227

THE BEECHES W3

Enormous stone flat within the exclusive garden controlled development. Fully fitted kitchen, bathroom, and shower, the residents' lounge. Only £54,950. Tel: (0935) 3227

VIEW TODAY WHITMAN PORTER 992 6868

VIRGINIA WATER Retirement development in 10 acres. 2 beds, 1/1 bath, built in 1985, custom built, fully fitted kitchen, the residents' lounge. Only £54,950. Tel: (0935) 3227

Summit

PROPERTY BUYERS' GUIDE

LONDON PROPERTIES

WHY PLAY THE MORTGAGE GAME.

FREE!! CONVEYANCING
AMG will introduce an established firm of solicitors to act for you.
All their charges will be paid for by AMG.

LOW START SCHEMES
Reduce your monthly costs by 30%
RE-MORTGAGES
Raise capital on your home to use as you choose.

100% MORTGAGES
Available up to £100,000
Below Building Society Rates.
2½ x joint incomes available.

1.125% BELOW
Building Society Rates.
Up to £1,000,000
4 x single
3 x joint incomes

75% MORTGAGES
Without proof of income.

YOU DON'T TAKE A CHANCE WHEN YOU MORTGAGE THROUGH THE
AMG
Solicitors and mortgage advisers
101-103, 105, 107, 109, 111, 113, 115, 117, 119, 121, 123, 125, 127, 129, 131, 133, 135, 137, 139, 141, 143, 145, 147, 149, 151, 153, 155, 157, 159, 161, 163, 165, 167, 169, 171, 173, 175, 177, 179, 181, 183, 185, 187, 189, 191, 193, 195, 197, 199, 201, 203, 205, 207, 209, 211, 213, 215, 217, 219, 221, 223, 225, 227, 229, 231, 233, 235, 237, 239, 241, 243, 245, 247, 249, 251, 253, 255, 257, 259, 261, 263, 265, 267, 269, 271, 273, 275, 277, 279, 281, 283, 285, 287, 289, 291, 293, 295, 297, 299, 301, 303, 305, 307, 309, 311, 313, 315, 317, 319, 321, 323, 325, 327, 329, 331, 333, 335, 337, 339, 341, 343, 345, 347, 349, 351, 353, 355, 357, 359, 361, 363, 365, 367, 369, 371, 373, 375, 377, 379, 381, 383, 385, 387, 389, 391, 393, 395, 397, 399, 401, 403, 405, 407, 409, 411, 413, 415, 417, 419, 421, 423, 425, 427, 429, 431, 433, 435, 437, 439, 441, 443, 445, 447, 449, 451, 453, 455, 457, 459, 461, 463, 465, 467, 469, 471, 473, 475, 477, 479, 481, 483, 485, 487, 489, 491, 493, 495, 497, 499, 501, 503, 505, 507, 509, 511, 513, 515, 517, 519, 521, 523, 525, 527, 529, 531, 533, 535, 537, 539, 541, 543, 545, 547, 549, 551, 553, 555, 557, 559, 561, 563, 565, 567, 569, 571, 573, 575, 577, 579, 581, 583, 585, 587, 589, 591, 593, 595, 597, 599, 601, 603, 605, 607, 609, 611, 613, 615, 617, 619, 621, 623, 625, 627, 629, 631, 633, 635, 637, 639, 641, 643, 645, 647, 649, 651, 653, 655, 657, 659, 661, 663, 665, 667, 669, 671, 673, 675, 677, 679, 681, 683, 685, 687, 689, 691, 693, 695, 697, 699, 701, 703, 705, 707, 709, 711, 713, 715, 717, 719, 721, 723, 725, 727, 729, 731, 733, 735, 737, 739, 741, 743, 745, 747, 749, 751, 753, 755, 757, 759, 761, 763, 765, 767, 769, 771, 773, 775, 777, 779, 781, 783, 785, 787, 789, 791, 793, 795, 797, 799, 801, 803, 805, 807, 809, 811, 813, 815, 817, 819, 821, 823, 825, 827, 829, 831, 833, 835, 837, 839, 841, 843, 845, 847, 849, 851, 853, 855, 857, 859, 861, 863, 865, 867, 869, 871, 873, 875, 877, 879, 881, 883, 885, 887, 889, 891, 893, 895, 897, 899, 901, 903, 905, 907, 909, 911, 913, 915, 917, 919, 921, 923, 925, 927, 929, 931, 933, 935, 937, 939, 941, 943, 945, 947, 949, 951, 953, 955, 957, 959, 961, 963, 965, 967, 969, 971, 973, 975, 977, 979, 981, 983, 985, 987, 989, 991, 993, 995, 997, 999, 1001, 1003, 1005, 1007, 1009, 1011, 1013, 1015, 1017, 1019, 1021, 1023, 1025, 1027, 1029, 1031, 1033, 1035, 1037, 1039, 1041, 1043, 1045, 1047, 1049, 1051, 1053, 1055, 1057, 1059, 1061, 1063, 1065, 1067, 1069, 1071, 1073, 1075, 1077, 1079, 1081, 1083, 1085, 1087, 1089, 1091, 1093, 1095, 1097, 1099, 1101, 1103, 1105, 1107, 1109, 1111, 1113, 1115, 1117, 1119, 1121, 1123, 1125, 1127, 1129, 1131, 1133, 1135, 1137, 1139, 1141, 1143, 1145, 1147, 1149, 1151, 1153, 1155, 1157, 1159, 1161, 1163, 1165, 1167, 1169, 1171, 1173, 1175, 1177, 1179, 1181, 1183, 1185, 1187, 1189, 1191, 1193, 1195, 1197, 1199, 1201, 1203, 1205, 1207, 1209, 1211, 1213, 1215, 1217, 1219, 1221, 1223, 1225, 1227, 1229, 1231, 1233, 1235, 1237, 1239, 1241, 1243, 1245, 1247, 1249, 1251, 1253, 1255, 1257, 1259, 1261, 1263, 1265, 1267, 1269, 1271, 1273, 1275, 1277, 1279, 1281, 1283, 1285, 1287, 1289, 1291, 1293, 1295, 1297, 1299, 1301, 1303, 1305, 1307, 1309, 1311, 1313, 1315, 1317, 1319, 1321, 1323, 1325, 1327, 1329, 1331, 1333, 1335, 1337, 1339, 1341, 1343, 1345, 1347, 1349, 1351, 1353, 1355, 1357, 1359, 1361, 1363, 1365, 1367, 1369, 1371, 1373, 1375, 1377, 1379, 1381, 1383, 1385, 1387, 1389, 1391, 1393, 1395, 1397, 1399, 1401, 1403, 1405, 1407, 1409, 1411, 1413, 1415, 1417, 1419, 1421, 1423, 1425, 1427, 1429, 1431, 1433, 1435, 1437, 1439, 1441, 1443, 1445, 1447, 1449, 1451, 1453, 1455, 1457, 1459, 1461, 1463, 1465, 1467, 1469, 1471, 1473, 1475, 1477, 1479, 1481, 1483, 1485, 1487, 1489, 1491, 1493, 1495, 1497, 1499, 1501, 1503, 1505, 1507, 1509, 1511, 1513, 1515, 1517, 1519, 1521, 1523, 1525, 1527, 1529, 1531, 1533, 1535, 1537, 1539, 1541, 1543, 1545, 1547, 1549, 1551, 1553, 1555, 1557, 1559, 1561, 1563, 1565, 1567, 1569, 1571, 1573, 1575, 1577, 1579, 1581, 1583, 1585, 1587, 1589, 1591, 1593, 1595, 1597, 1599, 1601, 1603, 1605, 1607, 1609, 1611, 1613, 1615, 1617, 1619, 1621, 1623, 1625, 1627, 1629, 1631, 1633, 1635, 1637, 1639, 1641, 1643, 1645, 1647, 1649, 1651, 1653, 1655, 1657, 1659, 1661, 1663, 1665, 1667, 1669, 1671, 1673, 1675, 1677, 1679, 1681, 1683, 1685, 1687, 1689, 1691, 1693, 1695, 1697, 1699, 1701, 1703, 1705, 1707, 1709, 1711, 1713, 1715, 1717, 1719, 1721, 1723, 1725, 1727, 1729, 1731, 1733, 1735, 1737, 1739, 1741, 1743, 1745, 1747, 1749, 1751, 1753, 1755, 1757, 1759, 1761, 1763, 1765, 1767, 1769, 1771, 1773, 1775, 1777, 1779, 1781, 1783, 1785, 1787, 1789, 1791, 1793, 1795, 1797, 1799, 1801, 1803, 1805, 1807, 1809, 1811, 1813, 1815, 1817, 1819, 1821, 1823, 1825, 1827, 1829, 1831, 1833, 1835, 1837, 1839, 1841, 1843, 1845, 1847, 1849, 1851, 1853, 1855, 1857, 1859, 1861, 1863, 1865, 1867, 1869, 1871, 1873, 1875, 1877, 1879, 1881, 1883, 1885, 1887, 1889, 1891, 1893, 1895, 1897, 1899, 1901, 1903, 1905, 1907, 1909, 1911, 1913, 1915, 1917, 1919, 1921, 1923, 1925, 1927, 1929, 1931, 1933, 1935, 1937, 1939, 1941, 1943, 1945, 1947, 1949, 1951, 1953, 1955, 1957, 1959, 1961, 1963, 1965, 1967, 1969, 1971, 1973, 1975, 1977, 1979, 1981, 1983, 1985, 1987, 1989, 1991, 1993, 1995, 1997, 1999, 2001, 2003, 2005, 2007, 2009, 2011, 2013, 2015, 2017, 2019, 2021, 2023, 2025, 2027, 2029, 2031, 2033, 2035, 2037, 2039, 2041, 2043, 2045, 2047, 2049, 2051, 2053, 2055, 2057, 2059, 2061, 2063, 2065, 2067, 2069, 2071, 2073, 2075, 2077, 2079, 2081, 2083, 2085, 2087, 2089, 2091, 2093, 2095, 2097, 2099, 2101, 2103, 2105, 2107, 2109, 2111, 2113, 2115, 2117, 2119, 2121, 2123, 2125, 2127, 2129, 2131, 2133, 2135, 2137, 2139, 2141, 2143, 2145, 2147, 2149, 2151, 2153, 2155, 2157, 2159, 2161, 2163, 2165, 2167, 2169, 2171, 2173, 2175, 2177, 2179, 2181, 2183, 2185, 2187, 2189, 2191, 2193, 2195, 2197, 2199, 2201, 2203, 2205, 2207, 2209, 2211, 2213, 2215, 2217, 2219, 2221, 2223, 2225, 2227, 2229, 2231, 2233, 2235, 2237, 2239, 2241, 2243, 2245, 2247, 2249, 2251, 2253, 2255, 2257, 2259, 2261, 2263, 2265, 2267, 2269, 2271, 2273, 2275, 2277, 2279, 2281, 2283, 2285, 2287, 2289, 2291, 2293, 2295, 2297, 2299, 2301, 2303, 2305, 2307, 2309, 2311, 2313, 2315, 2317, 2319, 2321, 2323, 2325, 2327, 2329, 2331, 2333, 2335, 2337, 2339, 2341, 2343, 2345, 2347, 2349, 2351, 2353, 2355, 2357, 2359, 2361, 2363, 2365, 2367, 2369, 2371, 2373, 2375, 2377, 2379, 2381, 2383, 2385, 2387, 2389, 2391, 2393, 2395, 2397, 2399, 2401, 2403, 2405, 2407, 2409, 2411, 2413, 2415, 2417, 2419, 2421, 2423, 2425, 2427, 2429, 2431, 2433, 2435, 2437, 2439, 2441, 2443, 2445, 2447, 2449, 2451, 2453, 2455, 2457, 2459, 2461, 2463, 2465, 2467, 2469, 2471, 2473, 2475, 2477, 2479, 2481, 2483, 2485, 2487, 2489, 2491, 2493, 2495, 2497, 2499, 2501, 2503, 2505, 2507, 2509, 2511, 2513, 2515, 2517, 2519, 2521, 2523, 2525, 2527, 2529, 2531, 2533, 2535, 2537, 2539, 2541, 2543, 2545, 2547, 2549, 2551, 2553, 2555, 2557, 2559, 2561, 2563, 2565, 2567, 2569, 2571, 2573, 2575, 2577, 2579, 2581, 2583, 2585, 2587, 2589, 2591, 2593, 2595, 2597, 2599, 2601, 2603, 2605, 2607, 2609, 2611, 2613, 2615, 2617, 2619, 2621, 2623, 2625, 2627, 2629, 2631, 2633, 2635, 2637, 2639, 2641, 2643, 2645, 2647, 2649, 2651, 2653, 2655, 2657, 2659, 2661, 2663, 2665, 2667, 2669, 2671, 2673, 2675, 2677, 2679, 2681, 2683, 2685, 2687, 2689, 2691, 2693, 2695, 2697, 2699, 2701, 2703, 2705, 2707, 2709, 2711, 2713, 2715, 2717, 2719, 2721, 2723, 2725, 2727, 2729, 2731, 2733, 2735, 2737, 2739, 2741, 2743, 2745, 2747, 2749, 2751, 2753, 2755, 2757, 2759, 2761, 2763, 2765, 2767, 2769, 2771, 2773, 2775, 2777, 2779, 2781, 2783, 2785, 2787, 2789, 2791, 2793, 2795, 2797, 2799, 2801, 2803, 2805, 2807, 2809, 2811, 2813, 2815, 2817, 2819, 2821, 2823, 2825, 2827, 2829, 2831, 2833, 2835, 2837, 2839, 2841, 2843, 2845, 2847, 2849, 2851, 2853, 2855, 2857, 2859, 2861, 2863, 2865, 2867, 2869, 2871, 2873, 2875, 2877, 2879, 2881, 2883, 2885, 2887, 2889, 2891, 2893, 2895, 2897, 2899, 2901, 2903, 2905, 2907, 2909, 2911, 2913, 2915, 2917, 2919, 2921, 2923, 2925, 2927, 2929, 2931, 2933, 2935, 2937, 2939, 2941, 2943, 2945, 2947, 2949, 2951, 2953, 2955, 2957, 2959, 2961, 2963, 2965, 2967, 2969, 2971, 2973, 2975, 2977, 2979, 2981, 2983, 2985, 2987, 2989, 2991, 2993, 2995, 2997, 2999, 3001, 3003, 3005, 3007, 3009, 3011, 3013, 3015, 3017, 3019, 3021, 3023, 3025, 3027, 3029, 3031, 3033, 3035, 3037, 3039, 3041, 3043, 3045, 3047, 3049, 3051, 3053, 3055, 3057, 3059, 3061, 3063, 3065, 3067, 3069, 3071, 3073, 3075, 3077, 3079, 3081, 3083, 3085, 3087, 3089, 3091, 3093, 3095, 3097, 3099, 3101, 3103, 3105, 3107, 3109, 3111, 3113, 3115, 3117, 3119, 3121, 3123, 3125, 3127, 3129, 3131, 3133, 3135, 3137, 3139, 3141, 3143, 3145, 3147, 3149, 3151, 3153, 3155, 3157, 3159, 3161, 3163, 3165, 3167, 3169, 3171, 3173, 3175, 3177, 3179, 3181, 3183, 3185, 3187, 3189, 3191, 3193, 3195, 3197, 3199, 3201, 3203, 3205, 3207, 3209, 3211, 3213, 3215, 3217, 3219, 3221, 3223, 3225, 3227, 3229, 3231, 3233, 3235, 3237, 3239, 3241, 3243, 3245, 3247, 3249, 3251, 3253, 3255, 3257, 3259, 3261, 3263, 3265, 3267, 3269, 3271, 3273, 3275, 3277, 3279, 3281, 3283, 3285, 3287, 3289, 3291, 3293, 3295, 3297, 3299, 3301, 3303, 3305, 3307, 3309, 3311, 3313, 3315, 3317, 3319, 3321, 3323, 3325, 3327, 3329, 3331, 3333, 3335, 3337, 3339, 3341, 3343, 3345, 3347, 3349, 3351, 3353, 3355, 3357, 3359, 3361, 3363, 3365, 3367, 3369, 3371, 3373, 3375, 3377, 3379, 3381, 3383, 3385, 3387, 3389, 3391, 3393, 3395, 3397, 3399, 3401, 3403, 3405, 3407, 3409, 3411, 3413, 3415, 3417, 3419, 3421, 3423, 3425, 3427, 3429, 3431, 3433, 3435, 3437, 3439, 3441, 3443, 3445, 3447, 3449, 3451, 3453, 3455, 3457, 3459, 3461, 3463, 3465, 3467, 3469, 3471, 3473, 3475, 3477, 3479, 3481, 3483, 3485, 3487, 3489, 3491, 3493, 3495, 3497, 3499, 3501, 3503, 3505, 3507, 3509, 3511, 3513, 3515, 3517, 3519, 3521, 3523, 3525, 3527, 3529, 3531, 3533, 3535, 3537, 3539, 3541, 3543, 3545, 3547, 3549, 3551, 3553, 3555, 3557, 3559, 3561, 3563, 3565, 3567, 3569, 3571, 3573, 3575, 3577, 3579, 3581, 3583, 3585, 3587, 3589, 3591, 3593, 3595, 3597, 3599, 3601, 3603, 3605, 3607, 3609, 3611, 3613, 3615, 3617, 3619, 3621, 3623, 3625, 3627, 3629, 3631, 3633, 3635, 3637, 3639, 3641, 3643, 3645, 3647, 3649, 3651, 3653, 3655, 3657, 3659, 3661, 3663, 3665, 3667, 3669, 3671, 3673, 3675, 3677, 3679, 3681, 3683, 3685, 3687, 3689, 3691, 3693, 3695, 3697, 3699, 3701, 3703, 3705, 3707, 3709, 3711, 3713, 3715, 3717, 3719, 3721, 3723, 3725, 3727, 3729, 3731, 3733, 3735, 3737, 3739, 3741, 3743, 3745, 3747, 3749, 3751, 3753, 3755, 3757, 3759, 3761, 3763, 3765, 3767, 3769, 3771, 3773, 3775, 3777, 3779, 3781, 3783, 3785, 3787, 3789, 3791, 3793, 3795, 3797, 3799, 3801, 3803, 3805, 3807, 3809, 3811, 3813, 3815, 3817, 3819, 3821, 3823, 3825, 3827, 3829, 3831, 3833, 3835, 3837, 3839, 3841, 3843, 3845, 3847, 3849, 3851, 3853, 3855, 3857, 3859, 3861, 3863, 3865, 3867, 3869, 3871, 3873, 3875, 3877, 3879, 3881, 3883, 3885, 3887, 3889, 3891, 3893, 3895, 3897, 3899, 3901, 3903, 3905, 3907, 3909, 3911, 3913, 3915, 3917, 3919, 3921, 3923, 3925, 3927, 3929, 3931, 3933, 3935, 3937, 3939, 3941, 3943, 3945, 3947, 3949, 3951, 3953, 3955, 3957, 3959, 3961, 3963, 3965, 3967, 3969, 3971, 3973, 3975, 3977, 3979, 3981, 3983, 3985, 3987, 3989, 3991, 3993, 3995, 3997, 3999, 4001, 4003, 4005, 4007, 4009, 4011, 4013, 4015, 4017, 4019, 4021, 4023, 4025, 4027, 4029, 4031, 4033, 4035, 4037, 4039, 4041, 4043, 4045, 4047, 4049, 4051, 4053, 4055, 4057, 4059, 4061, 4063, 4065, 4067, 4069, 4071, 4073, 4075, 4077, 4079, 4081, 4083, 4085, 4087, 4089, 4091, 4093, 4095, 4097, 4099, 4101, 4103, 4105, 4107, 4109, 4111, 4113, 4115, 4117, 4119, 4121, 4123, 4125, 4127, 4129, 4131, 4133, 4135, 4137, 4139, 4141, 4143, 4145, 4147, 4149, 4151, 4153, 4155, 4157, 4159, 4161, 4163, 4165, 4167, 4169, 4171, 4173, 4175, 4177, 4179, 4181, 4183, 4185, 4187, 4189, 4191, 4193, 4195, 4197, 4199, 4201, 4203, 4205, 4207, 4209, 4211

BOXING

Work-dodger Graham given no rest under vigil of Eastwood camp

By Sri Kumar Sen, Boxing Correspondent

When Herol Graham defends his European middleweight title against Sumbu Kalambay, of Italy, on Tuesday at Wembley, he should be fitter than ever before. Fredrico Plummer, a highly-respected Panamanian and his new trainer, has discovered that years Graham has not given his best in the gym and has put the world No. 1 through a fitness programme designed to reach a level of sharpness he has never before experienced.

Graham, who has left his former trainer and manager Brendan Ingle, and moved to Belfast to put the finishing touches to his preparation, says he has never been 100 per cent fit in his 38-bout career. Unbeknown to Ingle, he took short cuts in training.

Relaxing in the pretty seaside town of Bangor, where Barry McGuigan used to train to escape the pressures, Graham admitted he was not taking it as hard as he should. "I'd done it all. That is why I was never 100 per cent fit. I am now. Brendan had 52 kids in the gym and he couldn't keep an eye on me. I can't do that now. There are always people watching and I feel really good for the first time. I'm doing stomach exercises now that I haven't done since my amateur days."

In the Castle Street gym, of



Graham: never fit before

Plummer five weeks ago, Graham was put through set piece moves with a cruiserweight and Plummer realized that he had been taking short cuts. "I could not believe that here was a world No. 1 contender who could not throw shots to the body," Plummer said. "He was his own man back in Sheffield and getting away with it," Shaw said.

The Belfast team clearly believe that Graham's per-

sive talent not only suppressed his fighting qualities, but also made him lazy. "I did not like all that limbo dancing stuff. It is dangerous to drop your hands," says the grey-haired trainer, who as a featherweight knew a world of Sadler and Pep. "Graham does everything wrong like Ali used to do. He got away with it because he's good, but he could not find leverage and I want to see shorter punches," Plummer said.

Aided by the energetic Checa, Graham is learning aggression from scratch. It is a slow process. In sparring he continually lapses into his old ways of dropping his hands and relying on body swerves to escape trouble. "Hands up. Hands up," Plummer cries. "I don't want to make him follow too many of my ideas now, but when he fights for the world title, I think he will be doing the right things," Plummer says.

If Kalambay has been studying Graham's style, he could be in for a surprise next Tuesday. Instead of facing a stand-up boxer who runs like a cat with the wind up its tail, he could find a man looking to slip his jab and double up to the ribs and head. "I will go out there and do my own stuff and keep taking instructions from Fredrico round by round," Graham says.

GYMNASTICS

Morris leads British men's hopes in revamped European championship

By Peter Aykroyd

The 1987 European championships, starting in Moscow tomorrow, are the first to be organized by the new European Union (UEGOC) and will also break ground by combining for the first time the biennial men's and women's events, which began in 1955 and 1957 respectively. The format should save costs and attract greater media coverage.

Moscow has drawn entries from 22 nations and the six performers from the night-club strong British squad will be chosen at the last moment. The men are led by Andrew Morris,

three times national champion, arguably Britain's best gymnast for two decades. At Helsinki, he came fourth and is now aiming for a top 10 place.

James May, another Helsinki veteran (47th), Carl Beynon and Neil Thomas add much-awaited strength in depth to the team.

The British girls, experienced internationals, are all making their European debut. Lisa Elliott, the national champion, is expected to raise British hopes and will be supported ably by Karen Hargate, Catherine Bain and Karen Kennedy.

Dmitri Belozhechev, of the Soviet Union, the reigning European champion, has not recovered from a car accident 18 months ago. The main challenge for the vacant title will thus come from his countryman Yuri Korolyov, the world champion, and Valentin Mogilyov.

The women's crown will be defended by Yelena Shushunova against Oksana Ometianchik, her Soviet colleague, with whom she shares the world title.

BRITISH SQUAD: Men: C. Beynon (Swansea), J. May (Swansea), A. Morris (Swansea), N. Thomas (Swansea), K. Hargate (Swansea), K. Kennedy (Swansea).

It's just a job to England hero

"The way I look at cricket is quite simple. You've got the bowler and he is going to try and get the batsman out, and the batsman has to try and not get out and at the same time hit the ball over the place. Well that's not very complicated, is it?"

Philip DeFreitas has a set of statistics to his name that justifies such a simplistic outlook. In his debut for Leicestershire on 31 July 1985 he took five for 39 against Lancashire. In his second season (his first full one) he topped his county's bowling averages - 89 wickets with an average of 22.21. His total included a Roy of the Rivers-like performance against Essex - six for 42 in the first innings, seven for 44 in the second.

Next, the batting. Last season's average was 24.23, which may not sound awesome but when you consider that he was coming in at number eight or nine it takes on a more impressive air. His debut century - 106 against Kent - was accompanied by bowling figures of six for 21. No surprise then that he was named Leicestershire's player of the season.

About all this, DeFreitas is typically nonchalant. "In my first season I played a little bit of first team cricket, but the second season I played all round and had a tremendous season and then the next season I was back in the first team. All I did was just get on with the cricket. I certainly never thought about England or anything like that."

All DeFreitas has ever done is just get on with the cricket. After arriving in North London from



Taking a breather: DeFreitas recharges the batteries but refuses to look to the future (Photograph: Ian Stewart)

his native Dominica at the age of 10, he was encouraged to join the Leicestershire club. From there DeFreitas, described by Don Wilson, the Middlesex coach, as displaying a "hungry, inquisitive attitude", moved on to the MCC ground staff via the Lord's indoor school, before rejecting a Middlesex contract in favour of Leicestershire.

If all his early success created DeFreitas' reputation, it was the summer of 1986 and the tour of Australia that made him a household name. Initially dismissed as no-hoppers, what happened to the English team Down Under can justifiably be described, in the terms of great sporting clichés, as a fairytale. And amid all the glory, it was DeFreitas who grabbed the headlines with the match-winning Test debut, scoring 40 runs and taking five for 85.

"It was my first major tour and one I'll never forget. Wonderful, the greatest thing

that's ever happened to me in cricket. Four and a half months and millions and millions of matches and I loved every minute of it. All I can say is that it was absolutely brilliant. Good side, good team spirit, brilliant management, everyone got on with each other. It was absolutely brilliant. Whatever else ever happens to me, it will be something to tell my kids about... when I get kids that is."

So a good time was had by all then? "Sorry? No, no there was nothing like that. When we weren't playing I was just in bed relaxing trying to get some energy back. But there was no chance of having a drink or anything. You couldn't go silly because there were so many games to be played."

One thing soon becomes clear. Any question that does not relate strictly to cricket is

treated with a defence that Boycott in his prime would have envied. The claim that "I never listen to the press. They do their job and I do my job and that's it. End of story," seems a little hollow.

Apart from the cricket, Australia was just "a hotel room, a plane or a cricket field. There was no time to go anywhere else. It was a job, it wasn't a holiday. You were there to do a job and that was it."

So now Australia is history and, although he has just been named in England's squad for the Texaco Trophy against Pakistan, his early season form has been less than striking. Was it a question of "too much pressure", being labelled "the man most likely to", or were the rigours of the county circuit anticlimactic after the glitz and glory of Australia?

"There is pressure, but I don't feel it. Everyone knows that I'll give my best and that's all I can

do. If it works, it works. Obviously there is pressure, but I can handle it."

And motivation? The question is treated with disdain. "These games? They are easily the most important because if it wasn't for your country you wouldn't be playing for England. As far as I am concerned, nothing's different. I treat every game the same and I want to do well in them all. When you get picked for your country, obviously then that comes first, but the county games are the important ones. Easily."

As for the future, he again switches to the "I'm just a cricketer" mode. "I never look forward to the future. I just look back. As I've said, I love cricket, I enjoy cricket. I want to do well for my county and my country and that's all I'm interested in. Other things I'm afraid aren't really on my mind."

Jeremy Novick

The day Lord's found a worthy pilgrim

By Gerald Howat

One hundred years ago today a small boy, whose frailty was offset by the tan of a West Indian sun, sat cold, but enthralled in the "free" seats at Lord's. The MCC were playing Sussex. Pelham Warner was on the field. The boy was called Charles Warner, his father, had taught him to read using *Wisden Cricketers' Almanack*.

Every *Wisden* since 1864 had been sent out to Trinidad, and the young Warner could recite pages and pages, some of which contained useful information, anyway, for a candidate soon to sit the entrance examination to Rugby, where he would be nicknamed "Plum", a name that stuck - such as the dates of the Crusades, the Wars of the Roses, the lengths of the English Canals and even Derby winners.

He had arrived in England a few days earlier from his home in Trinidad and Harrison College, Barbados, where he was a member of the First XI with boys five years his senior.

The 13-year-old Pelham now gazed with undisguised admiration, not to say awe on W G Grace, the most dominant

personality the world had ever seen. His recollection may seem a precocious judgment for a boy so new to England, although Charles Warner's father, had taught him to read using *Wisden Cricketers' Almanack*.

Every *Wisden* since 1864 had been sent out to Trinidad, and the young Warner could recite pages and pages, some of which contained useful information, anyway, for a candidate soon to sit the entrance examination to Rugby, where he would be nicknamed "Plum", a name that stuck - such as the dates of the Crusades, the Wars of the Roses, the lengths of the English Canals and even Derby winners.

He saw "W G" on that grey day take seven wickets for 53

and Sir C Aubrey Smith, the future Hollywood star, make 16 out in Sussex's total of 119. Grace then opened the MCC's second innings with a lead of nine and made 18, while his partner, Francis Lacey, the future MCC secretary, made 29. It was a day for great names rather than great deeds.

The enthusiasm of a lesser youngster might have wavered, but "Plum" longed for his new visit when MCC played England to celebrate the centenary of the club; the match included men he would later play alongside - A E Stoddart, Arthur Shrewsbury, Lord Hawke (in later years his best man) and "W G".

The Times remarked that probably "two teams never entered the field so skilful at all

points as those celebrating the Centenary at Lord's". The week's cricket in June was called variously "Jubilee Week" or "Centenary Week" - for Queen Victoria had reigned 50 years and the MCC had flourished for a 100.

This excitement for "Plum" was still some weeks off. Few at Lord's on 20 May 1887 could have noticed the little boy who would captain England, win the Ashes twice, and be president of the MCC. Later H S Altham, cricket's most celebrated historian, would write of "Plum": "I do not believe there will be anyone in cricket's long two centuries to whom a greater debt will be owed."

Gerald Howat's biography of Plum Warner is published by Unwin Hyman today at £14.95.



Warner: enthralled by W G

Court of Appeal

Law Report May 20 1987

Employment Appeal Tribunal

Future loss of earnings for child

Crocin v Redbridge London Borough Council

Before Lord Justice Watkins, Lord Justice Stephen Brown and Sir Denis Buckley

[Judgment May 19]

Where there was an absence of evidence as to what a school child plaintiff might eventually want to do to earn a living, the court should not speculate on future loss of prospective earnings in a personal injuries case.

Any future deterioration in the child's condition and its consequences could involve a further award under section 32A of the Supreme Court Act 1981 as added by the Administration of Justice Act 1982.

The Court of Appeal so stated reducing an award by Mr Justice Peter Pain on April 21, 1986 of damages for future loss of earnings to the plaintiff, Samantha Leigh Crocin, suing by her father and next friend, Patrick Anthony Crocin, against the defendants, the Redbridge London Borough Council. The court awarded £20,000 for pain suffering and loss of amenity.

Mr John G. Ross for the defendants; Mr George Pulman and Mr Michael Kent for the plaintiff.

LORD JUSTICE WATKINS

Bad weather no bar to notice of readiness

Bulk Transport Group Shipping Co Ltd v Seacrust Shipping Ltd

Before Lord Justice Lloyd, Lord Justice Gidwell and Sir John Megaw

[Judgment May 15]

The phrase incorporated into the laytime provisions in berth charterparties "whether in berth or not" enabled a valid notice of readiness to be given once the vessel had arrived in port even if she was prevented from proceeding further due to bad weather and not by the unavailability of a berth. The time started to run when the vessel was waiting for the named port of destination to proceed to her berth and she was in a fit state to proceed to her berth and discharge.

The owners were entitled to give notice of readiness provided the vessel was at the immediate and effective disposition of the charterers.

The Court of Appeal, in a reserved judgment, so held allowing an appeal by the owners, Seacrust Shipping Ltd, from the judgment of Sir John Megaw, dated July 31, 1986, who upheld the appeal of the charterers, Bulk Transport Group Shipping Co Ltd, under section 1(2) of the Arbitration Act 1979 from the final award of Mr Bruce Harris, the arbitrator, dated November 26, 1983, and the owners' claim for demurrage was dismissed.

Mr M J. Moore-Bick, QC and Mr Charles Friday for the

said that the injury occurred on October 14, 1983 when the plaintiff was a pupil in a form of girls aged about 12 at Nightingale School, Winstead. She was undergoing instruction in art in the metalwork room when a fragment of a piece of perspex which was being sawn flew into her eye with considerable force.

There was a penetrating laceration of the right eye causing considerable damage and the loss of all useful vision. The evidence was that the plaintiff was an attractive girl but it was obvious that there was something wrong with one of her eyes.

In considering the loss of future earning capacity, there was almost no evidence as to what the plaintiff might eventually do to earn a living.

The judge said that he was dealing with a schoolgirl who had not yet decided what she wanted to do, apart from the fact of being before the accident that she would like to be an air hostess.

The judge took into account the fact that a young person who was entering the labour market with effective sight only in one eye was at something of a disadvantage, and that there were some jobs, such as driving public service vehicles, from which she might be disqualified.

owners; Mr Bernard Eder for the charterers.

LORD JUSTICE LLOYD said that the vessel Kyriakos Box chartered on the Gencon Box charterparty to load a cargo of steel and/or steel products in Italy for discharge in the US Gulf. She arrived at Houston on December 17, 1984, at 06.45 hours.

A berth was available for her, but she could not proceed to her berth by reason of fog. As a result of the fog the pilot station was closed. She gave notice of readiness as soon as she arrived on December 17.

The owners submitted that the time began to run at 14.00 hours the same day. If they were right, they were entitled to US\$30,433 by way of demurrage. The charterers submitted that the owners were not entitled to give notice of readiness until the vessel berthed or

However, the judge said that the matter went much further than that because although she might have good vision out of one eye, there were difficulties that one-eyed people had in assessing distances and there was limitation in the field of vision.

The judge said that she was likely to have to earn her own living, although that might not always be the case and one did not know whether she would get married and what would then happen.

The judge said that the plaintiff had a substantial handicap which she might be able to overcome by getting a job where that did not matter, but on the other hand she might find that in her chosen field she was earning considerably less than other girls of her age.

The judge had evidence of the plaintiff's step-sister who was a receptionist, and said the best he could do was to award a round figure of £10,000 for future loss of earnings.

Awarding damages to a child still in school for future handicap in the labour market was an exercise involving much speculation and the court therefore relied upon the elusive suitable sum for compensation was an exercise in unsatisfactory guesswork.

perhaps when she left her anchorage on her way to the berth. If they were right there was nothing due by way of demurrage.

The meaning of the provision, giving notice of readiness whether in berth or not was quite general. Therefore, notice of readiness might be given before the vessel had reached its contractual destination but some limit must be placed on the provision.

It was better that the limit should be by reference to the place at which notice of readiness might be given rather than the reason why the vessel was unable to proceed to her berth. Thus it would be a valid notice of readiness to be given once the vessel had arrived in port even though it was prevented from

Their Lordships were told that the plaintiff was at best an average student who would soon be taking O level examinations. There was no suggestion that her academic progress had been hindered to any significant extent as a result of the injury.

His Lordship was far from sure that the plaintiff had established her claim for future loss of earnings to any extent upon the basis that her disability got in the way of her earning any more affected than it was.

Deterioration of her condition in some ways and its consequences would, of course, involve a further award of damages under section 32A of the Supreme Court Act 1981.

Although the judge could not be said to be wholly unjustified in finding that there was the probability of some future loss of earnings, he was excessively generous in placing a value upon that prospective loss.

The excess was gross and called for interference by the Court of Appeal. A modest sum only was appropriate and the award would be reduced to £4,000.

LORD JUSTICE STEPHEN BROWN and Sir Denis Buckley agreed.

Solicitors: Barlow Lyde & Gilbert; Daltons, Southampton.

proceeding to the berth due to weather.

Was the vessel at the immediate and effective disposition of the charterers when she gave her notice of readiness? The conditions which must be fulfilled before a vessel is entitled to give notice of readiness in a port charter were now well established.

First, she must have arrived at the place within the port where she was at the immediate and effective disposition of the charterers. Second, she must be ready, so far as she was concerned, to load or discharge her cargo. Those conditions were satisfied here.

LORD JUSTICE GIDWELL and Sir John Megaw gave concurring judgments.

Solicitors: Middleton Potts & Co; Holman, Fenwick & Willan.

Women fail in equal pay claim

Thomas and Others v National Coal Board

Before Sir Ralph Kilner Brown, Mrs M. L. Boyle and Mr A. D. Scott

[Judgment May 15]

Women canteen assistants were not entitled to equality of pay with a male canteen worker who worked permanently at night and whose duties were more onerous than theirs.

The Employment Appeal Tribunal dismissed two appeals, one by Mrs M. Thomas and the other by Mrs E. Barker, from a decision of a London industrial tribunal last September rejecting their claims against their employers, the National Coal Board. The appeals were made on the basis of simple questions before the industrial tribunal involving some two thousand woman canteen workers.

Section 1 of the Equal Pay Act 1970, as amended by section 8 of the Sex Discrimination Act 1975 (amended by Schedule 1, Part 1, paragraph 3 of the Sex Discrimination Act 1975) and by regulation 2(2) of the Equal Pay (Amendment) Regulations (SI 1983 No 1794) provides:

"(1) If the terms of a contract under which a woman is employed at an establishment in Great Britain do not include (directly or by reference to a collective agreement or other source) an equality clause, she shall be deemed to include one."

"(2) An equality clause is a provision which relates to terms (whether concerned with pay or not) of a contract under which a woman is employed (the woman's contract) and has the effect that - (a) where the woman is employed on like work with a man in the same employment - (i) if apart from the equality clause any term of the woman's contract is or becomes less favourable to the woman than a term of a similar kind in the contract under which that man is employed, that term shall be deemed to include one."

"(3) An equality clause shall not operate in relation to a variation between the woman's contract and the man's contract if the employer proves that the variation is genuinely due to a material factor which is not the difference of sex and that factor (a) in the case of an equality clause falling within subsection (2a) ... above, must be a material difference between the woman's case and the man's ..."

"(4) A woman is to be regarded as employed on like work with men if, but only if, her work and theirs is of the same or a broadly similar nature, and the differences (if any) between the things she does and the things they do are not of practical importance in relation to the terms and conditions of employment; and accordingly in

comparing her work with theirs regard shall be had to the frequency or otherwise with which any such differences occur, as well as to the nature and extent of the differences."

Mr Michael Beloff, QC and Mr Jeremy McMullen for Mrs Thomas; Mr Timothy Barnes, QC and Mr Peter Waterworth for Mrs Barker; Mr T. R. A. Morrison, QC, Mr Peter Goldsmith, QC and Mr Nicholas Underhill for the Coal Board

SIR RALPH KILNER BROWN said that in the 1960s there was an acute problem in recruiting canteen workers in collieries and by a local arrangement in the North Staffordshire area night work in canteens was upgraded and given a higher rate of pay and concessionary coal normally appropriate for surface workers.

In 1973 Mr Tilstone was engaged as a night worker. In spite of a claim in 1977 by two women canteen workers who were awarded equality of pay with Mr Tilstone (National Coal Board v Sherwin [1978] ICR 700), the Coal Board did nothing about his position and he was left "protected".

The industrial tribunal found that if the Coal Board had attempted to transfer him to day work he would have been in his behalf and there might well have been an industrial dispute. The tribunal concluded that the arrangement was a reasonable one and that the pay was no greater than reasonably reflected the fact that he worked at night and alone.

Prosecution was treated unfairly

Regina v Clerkenwell Magistrates Court, Ex parte Director of Public Prosecutions

A magistrate erred in insisting the prosecution proceeded on the first appearance before the court in circumstances where the defendant had originally pleaded crown court trial but changed his mind at the invitation of the magistrate.

The Queen's Bench Divisional Court (Lord Justice May and Mr Justice Macpherson) so held on May 19 in granting a declaration on the application for judicial review of the decision of Mr M. A. Johnstone, Metropolitan Stipendiary Magistrate at Clerkenwell on July 31, 1986.

MR JUSTICE MACPHERSON said it was apparent from an affidavit by Mr Johnstone that he had felt he had been misled by the prosecution in the instant case which concerned alleged contravention of the Misuse of Drugs Act 1971.

In the original summary of the facts for the purpose of an opening the prosecution had

identified four questions for determination. The first was whether the applicants were employed with a man "in the same employment" within the meaning of section 1(1)(a).

The appeal tribunal agreed that the women enjoyed bonus payments and concessionary entitlements enjoyed locally rather than nationally and which differed between collieries but that did not affect the basic similarity of the terms of employment and that all the women were entitled to say that they were employed in the "same employment" as Mr Tilstone.

The second issue involved asking whether the women were employed on "like work" with Mr Tilstone within the meaning of section 1(4).

The majority of the industrial tribunal found there was a difference between the things Mr Tilstone did as a canteen assistant on permanent night duty and the things the women did in the day, and that the added responsibility of night duty was a difference of practical importance with the result that they could not be said to be employed on like work. The industrial tribunal was entitled to come to that conclusion and the women had failed to establish their claims.

Section 1(3) provided an even more formidable barrier. The industrial tribunal had answered that in favour of the Coal Board. They held that the only reason Mr Tilstone was employed on surface workers' conditions was that he had been recruited on those conditions in 1973 at the appropriate rate for a

person working at night and alone.

The appeal tribunal would uphold their conclusion that the Coal Board had established that the differential in pay was genuinely due to a material difference other than sex.

The last question was whether there was an implicit requirement in the equal pay legislation that the selected male comparator should be representative of a group.

The question arose out of the fact that Mr Tilstone was an "odd man out", an anomaly created out of a purely local problem, enjoying a higher rate of pay than other male canteen workers.

The industrial tribunal preferred not to adopt observations in *Dance v Dorothy Perkins* [1978] ICR 760, 764, which suggested that the man should be representative of a group. See that that was an error of law and the Coal Board lost the argument on that issue.

The lay members of the appeal tribunal had felt anxiety and misgivings with the present case and found it difficult to understand why the Coal Board had never got to grips with the problem created by the local variation in North Staffordshire. Management had failed to establish a clear pattern of organization which would apply generally to all canteen workers.

The appeal would be dismissed and leave given to both parties to appeal.

Solicitors: Milners Curry & Gaskell; Hopkin & Sons, Mansfield; Mr R. V. Cowles.

Court can consider delay itself

Regina v Dairy Produce Quota Tribunal, Ex parte Wynne Jones

The fact a respondent to a hearing for judicial review indicated that no point would be taken on delay was no bar to the court considering the matter of its own motion.

The Queen's Bench Divisional Court (Lord Justice May and Mr Justice Macpherson) so held on May 19 in dismissing an application by Mr

Hugh Wynne Jones for judicial review of a decision of a local panel of the Dairy Produce Quota Tribunal on October 11, 1984.

LORD JUSTICE MAY said that although on the facts of the case, the court did not take any point on the delay, his Lordship wished to make it clear that just because a respondent gave an indication that he would not rely on delay, was no bar to the court considering the point of its own motion.

The court can consider delay itself

RACING

Romanet sees our satellite deal as lost opportunity

By Michael Seely

Bookmakers' profits will be further boosted when British racing is screened via satellite into betting outlets on the continent.

"Who knows what the future holds?" said Louis Romanet yesterday.

"Ladbrokes already hold the Netherlands concession and our association is currently doing battle with the British bookmakers over the right to provide services to Germany and Spain.

"Today it may only be the commentators, but tomorrow it must surely be the pictures as well."

Director-general a man of vision

The dynamic director-general of the Societe d'Encouragement, the body that runs French flat racing, is a man of vision.

Speaking as an outside observer, the 39-year-old Parisian shares many people's fears that the deal, now being negotiated between the Racecourse Association and Satellite Information Services, represents a lost opportunity to restore the fortunes of the sport.

"A chance like this will not come again," Romanet continued. "It's not so much about whether they have done a good financial deal. It's more a question of the enormous potential in satellite. For the first time there has appeared to be an advantage in Britain having bookmakers."

"There is no way that the racecourses should have given up control," he went on. "The bookmakers make substantial profits and there was a chance to share in them."

Being well aware of the defusion of power in the complex administration of racing in this country, Romanet knows all the difficulties involved.

"Your Jockey Club have told me that they weren't asked to take part. So the racecourses have chosen to go it alone. But this business of the service starting without a contract, seems quite extraordinary."

"The French are now exploring the possibilities of satellite for themselves. If and when we get it we will never sell it to anyone else," said the director.

As well as being intelligent and articulate, Romanet is constantly looking to the future. "The Pari-mutuel urban (the French Tote) which we, the Steeplechasing Association, and the Trotting Association, help to run has become highly sophisticated and modernised."

"We have all the know-how and computer terminals necessary to be able to provide a betting service to Germany. For example, when the weather puts a stop to it there, it would help our finances, which have been on the decline in the past two years."

"In Europe, Britain, France and Ireland are the three big racing powers. We all have a product to sell. In France we are determined to mobilise our resources for 1992 when

the EEC takes its final shape and all tariff barriers disappear. Then we will all have to protect our own monopolies," the director-general said.

Apart from the fact that French racing is indelibly richer than in Britain, because of the far larger share it receives from the bigger take—four percent goes straight to the courses—it has other advantages in the centralisation of its administration.

"It is not like in Britain, where the Jockey Club, Levy Board and Horseracing Advisory Council have to be considered. Here all the interests, including breeders, trainers and jockeys, are represented in the Association."

"Perhaps we don't get enough chance to look deeply at ourselves as we might, but it gives us more confidence."

As in Britain, attendances have fallen dramatically in the past 20 years.

"The average crowds at Longchamp on Sunday have fallen from 20,000 to 10,000. But we are constantly promoting our image. Three weeks ago, we let in all the public free to celebrate our 140th anniversary. We got 26,500 people including 10,000 newcomers."

The principal interest in the sport for the punter is centred on the Tierce. "They have to forecast the first three on Saturdays and Sundays and the first four on Thursdays. There is more money wagered on one Tierce race than on football during the entire week," he said.

This, of course, presents its problems with the television companies. "Last Sunday, for example, we only got five minutes or so on the Tierce race, a 100,000 franc handicap."

"They weren't interested in the 1,000 Guineas or the Lupe. But we are trying to change that and are now negotiating with the new Channel Five as well as Channel One," Romanet reported.

Although all the important racing takes place in the Paris area and Deauville it is not generally known that there are 250 racecourses in France.

"Some of them only have five days a year, they can get crowds of 5,000."

Increased spending on promotion

The money spent on promotion has been increased from £3 million to £6 million in 1987. "The goods days are behind us. We have to become more aggressive and competitive to try and increase our share of the leisure market."

"In particular, we have been buying time on TV and on the cinema, where we have shown our film, 'Racing, the fever of the great sport'."

The future of the sport in France certainly appears to be in safe hands with Louis Romanet, one of the third generation of his family to be involved in the sports administration, taking such a firm grip of the helm.

Big field for Times final at Towcester

Point-to-point By Brian Beal

At the four-day stage 20 horses have been declared for the final of the Times Championship Hunter Chase, run over three miles 190 yards at Towcester on Friday.

The most experienced rider in the field will be David Turner, whose total of 337 winners in point-to-points is a record which surely will never be equalled. His mount will be Nemo Kybo, bought out of Bob Champion's yard by his father, Joe Turner, last year.

The gelding has run six times this season. On his most recent outing he was fifth in a hunter chase at Folkestone last Tuesday.

Nemo Kybo was beaten in his last start by John O'Leary's Copper Dynamite, ridden by Andrew Parry, and this combination intend to be in opposition again.

Only winners of their qualifiers will escape the necessary hurdle of more than 16 horses accepted at the evening stage. This is presently causing consternation for Newcastle-on-Tyne owner Tony Lapping, the owner of Paddy Murphy, who finished second at the Camberland Farmers.

Lapping would like his horse to run at Towcester, but he has the alternative engagement in the Northern Point-to-Point Championship Hunter Chase at Sedgfield on the same afternoon.

Philip Jewell, however, is in the fortunate position of having two horses entered. His wife, Linda, qualified both their horses, at different Aldington meetings.

D'Arcy Spice won at the East Kent, and Lady Coriander was third when last at Foxe's Place, but Trevor Head, another probable, was second. If Lady Coriander recovers in time from her weekend race she will be ridden on this occasion by Chris Willett.

Cecil filly tackles Irish 1,000

Henry Cecil has decided to run his crack filly, Lady Coriander, in Saturday's Irish 1,000 Guineas. The impressive winner of the Pretty Polly Stakes and Musidora Stakes heads a powerful English challenge which is completed by Milligram, Fox Flower, Minstrel and Indian Lily.

If Indian Skimmer runs well in Ireland, she will then take on the dual 1,000 Guineas winner Miesque in the Prix Diane at Chantilly on June 14.

Although Steve Cauthen will be at the Curragh, Cecil still intends to work Reference Point after racing at Doncaster on Saturday, but he has yet to decide who will ride the Derby favourite on Town Moor.

Playmate, the Dublin bookmaker, make Indian Skimmer 2-1 favourite for the Irish 1,000 with Milligram a 5-2 chance. Other prices: 9-2 Fox Flower, 9-1 Minstrel, 9-1 Polaris, 18-1 Indian Lily, 20-1 Final Moment, 25-1 and upwards others.

Dermot Weld is likely to run both Cipriani and Claxton's Slew.

Gerry Madden dies at 55

Gerry Madden, who rode Mandarin to victory in the inaugural running of the Hennessy Cognac Gold Cup in 1957, has died at his home in Lambourn. He was 55.

Madden also partnered Folke Walwyn's popular chaser to a famous success in the same year's King George VI Steeplechase and rode for the royal trainer for many seasons.

Blinkered first time

RIPON 6.55 Defence Call.

4.45 (5) 1. BAY WINDER (G. Carter, 12-2), 2. P. F. (P. F. Carter, 12-2), 3. P. F. (P. F. Carter, 12-2), 4. P. F. (P. F. Carter, 12-2), 5. P. F. (P. F. Carter, 12-2), 6. P. F. (P. F. Carter, 12-2), 7. P. F. (P. F. Carter, 12-2), 8. P. F. (P. F. Carter, 12-2), 9. P. F. (P. F. Carter, 12-2), 10. P. F. (P. F. Carter, 12-2), 11. P. F. (P. F. Carter, 12-2), 12. P. F. (P. F. Carter, 12-2), 13. P. F. (P. F. Carter, 12-2), 14. P. F. (P. F. Carter, 12-2), 15. P. F. (P. F. Carter, 12-2), 16. P. F. (P. F. Carter, 12-2), 17. P. F. (P. F. Carter, 12-2), 18. P. F. (P. F. Carter, 12-2), 19. P. F. (P. F. Carter, 12-2), 20. P. F. (P. F. Carter, 12-2), 21. P. F. (P. F. Carter, 12-2), 22. P. F. (P. F. Carter, 12-2), 23. P. F. (P. F. Carter, 12-2), 24. P. F. (P. F. Carter, 12-2), 25. P. F. (P. F. Carter, 12-2), 26. P. F. (P. F. Carter, 12-2), 27. P. F. (P. F. Carter, 12-2), 28. P. F. (P. F. Carter, 12-2), 29. P. F. (P. F. Carter, 12-2), 30. P. F. (P. F. Carter, 12-2), 31. P. F. (P. F. Carter, 12-2), 32. P. F. (P. F. Carter, 12-2), 33. P. F. (P. F. Carter, 12-2), 34. P. F. (P. F. Carter, 12-2), 35. P. F. (P. F. Carter, 12-2), 36. P. F. (P. F. Carter, 12-2), 37. P. F. (P. F. Carter, 12-2), 38. P. F. (P. F. Carter, 12-2), 39. P. F. (P. F. Carter, 12-2), 40. P. F. (P. F. Carter, 12-2), 41. P. F. (P. F. Carter, 12-2), 42. P. F. (P. F. Carter, 12-2), 43. P. F. (P. F. Carter, 12-2), 44. P. F. (P. F. Carter, 12-2), 45. P. F. (P. F. Carter, 12-2), 46. P. F. (P. F. Carter, 12-2), 47. P. F. (P. F. Carter, 12-2), 48. P. F. (P. F. Carter, 12-2), 49. P. F. (P. F. Carter, 12-2), 50. P. F. (P. F. Carter, 12-2), 51. P. F. (P. F. Carter, 12-2), 52. P. F. (P. F. Carter, 12-2), 53. P. F. (P. F. Carter, 12-2), 54. P. F. (P. F. Carter, 12-2), 55. P. F. (P. F. Carter, 12-2), 56. P. F. (P. F. Carter, 12-2), 57. P. F. (P. F. Carter, 12-2), 58. P. F. (P. F. Carter, 12-2), 59. P. F. (P. F. Carter, 12-2), 60. P. F. (P. F. Carter, 12-2), 61. P. F. (P. F. Carter, 12-2), 62. P. F. (P. F. Carter, 12-2), 63. P. F. (P. F. Carter, 12-2), 64. P. F. (P. F. Carter, 12-2), 65. P. F. (P. F. Carter, 12-2), 66. P. F. (P. F. Carter, 12-2), 67. P. F. (P. F. Carter, 12-2), 68. P. F. (P. F. Carter, 12-2), 69. P. F. (P. F. Carter, 12-2), 70. P. F. (P. F. Carter, 12-2), 71. P. F. (P. F. Carter, 12-2), 72. P. F. (P. F. Carter, 12-2), 73. P. F. (P. F. Carter, 12-2), 74. P. F. (P. F. Carter, 12-2), 75. P. F. (P. F. Carter, 12-2), 76. P. F. (P. F. Carter, 12-2), 77. P. F. (P. F. Carter, 12-2), 78. P. F. (P. F. Carter, 12-2), 79. P. F. (P. F. Carter, 12-2), 80. P. F. (P. F. Carter, 12-2), 81. P. F. (P. F. Carter, 12-2), 82. P. F. (P. F. Carter, 12-2), 83. P. F. (P. F. Carter, 12-2), 84. P. F. (P. F. Carter, 12-2), 85. P. F. (P. F. Carter, 12-2), 86. P. F. (P. F. Carter, 12-2), 87. P. F. (P. F. Carter, 12-2), 88. P. F. (P. F. Carter, 12-2), 89. P. F. (P. F. Carter, 12-2), 90. P. F. (P. F. Carter, 12-2), 91. P. F. (P. F. Carter, 12-2), 92. P. F. (P. F. Carter, 12-2), 93. P. F. (P. F. Carter, 12-2), 94. P. F. (P. F. Carter, 12-2), 95. P. F. (P. F. Carter, 12-2), 96. P. F. (P. F. Carter, 12-2), 97. P. F. (P. F. Carter, 12-2), 98. P. F. (P. F. Carter, 12-2), 99. P. F. (P. F. Carter, 12-2), 100. P. F. (P. F. Carter, 12-2), 101. P. F. (P. F. Carter, 12-2), 102. P. F. (P. F. Carter, 12-2), 103. P. F. (P. F. Carter, 12-2), 104. P. F. (P. F. Carter, 12-2), 105. P. F. (P. F. Carter, 12-2), 106. P. F. (P. F. Carter, 12-2), 107. P. F. (P. F. Carter, 12-2), 108. P. F. (P. F. Carter, 12-2), 109. P. F. (P. F. Carter, 12-2), 110. P. F. (P. F. Carter, 12-2), 111. P. F. (P. F. Carter, 12-2), 112. P. F. (P. F. Carter, 12-2), 113. P. F. (P. F. Carter, 12-2), 114. P. F. (P. F. Carter, 12-2), 115. P. F. (P. F. Carter, 12-2), 116. P. F. (P. F. Carter, 12-2), 117. P. F. (P. F. Carter, 12-2), 118. P. F. (P. F. Carter, 12-2), 119. P. F. (P. F. Carter, 12-2), 120. P. F. (P. F. Carter, 12-2), 121. P. F. (P. F. Carter, 12-2), 122. P. F. (P. F. Carter, 12-2), 123. P. F. (P. F. Carter, 12-2), 124. P. F. (P. F. Carter, 12-2), 125. P. F. (P. F. Carter, 12-2), 126. P. F. (P. F. Carter, 12-2), 127. P. F. (P. F. Carter, 12-2), 128. P. F. (P. F. Carter, 12-2), 129. P. F. (P. F. Carter, 12-2), 130. P. F. (P. F. Carter, 12-2), 131. P. F. (P. F. Carter, 12-2), 132. P. F. (P. F. Carter, 12-2), 133. P. F. (P. F. Carter, 12-2), 134. P. F. (P. F. Carter, 12-2), 135. P. F. (P. F. Carter, 12-2), 136. P. F. (P. F. Carter, 12-2), 137. P. F. (P. F. Carter, 12-2), 138. P. F. (P. F. Carter, 12-2), 139. P. F. (P. F. Carter, 12-2), 140. P. F. (P. F. Carter, 12-2), 141. P. F. (P. F. Carter, 12-2), 142. P. F. (P. F. Carter, 12-2), 143. P. F. (P. F. Carter, 12-2), 144. P. F. (P. F. Carter, 12-2), 145. P. F. (P. F. Carter, 12-2), 146. P. F. (P. F. Carter, 12-2), 147. P. F. (P. F. Carter, 12-2), 148. P. F. (P. F. Carter, 12-2), 149. P. F. (P. F. Carter, 12-2), 150. P. F. (P. F. Carter, 12-2), 151. P. F. (P. F. Carter, 12-2), 152. P. F. (P. F. Carter, 12-2), 153. P. F. (P. F. Carter, 12-2), 154. P. F. (P. F. Carter, 12-2), 155. P. F. (P. F. Carter, 12-2), 156. P. F. (P. F. Carter, 12-2), 157. P. F. (P. F. Carter, 12-2), 158. P. F. (P. F. Carter, 12-2), 159. P. F. (P. F. Carter, 12-2), 160. P. F. (P. F. Carter, 12-2), 161. P. F. (P. F. Carter, 12-2), 162. P. F. (P. F. Carter, 12-2), 163. P. F. (P. F. Carter, 12-2), 164. P. F. (P. F. Carter, 12-2), 165. P. F. (P. F. Carter, 12-2), 166. P. F. (P. F. Carter, 12-2), 167. P. F. (P. F. Carter, 12-2), 168. P. F. (P. F. Carter, 12-2), 169. P. F. (P. F. Carter, 12-2), 170. P. F. (P. F. Carter, 12-2), 171. P. F. (P. F. Carter, 12-2), 172. P. F. (P. F. Carter, 12-2), 173. P. F. (P. F. Carter, 12-2), 174. P. F. (P. F. Carter, 12-2), 175. P. F. (P. F. Carter, 12-2), 176. P. F. (P. F. Carter, 12-2), 177. P. F. (P. F. Carter, 12-2), 178. P. F. (P. F. Carter, 12-2), 179. P. F. (P. F. Carter, 12-2), 180. P. F. (P. F. Carter, 12-2), 181. P. F. (P. F. Carter, 12-2), 182. P. F. (P. F. Carter, 12-2), 183. P. F. (P. F. Carter, 12-2), 184. P. F. (P. F. Carter, 12-2), 185. P. F. (P. F. Carter, 12-2), 186. P. F. (P. F. Carter, 12-2), 187. P. F. (P. F. Carter, 12-2), 188. P. F. (P. F. Carter, 12-2), 189. P. F. (P. F. Carter, 12-2), 190. P. F. (P. F. Carter, 12-2), 191. P. F. (P. F. Carter, 12-2), 192. P. F. (P. F. Carter, 12-2), 193. P. F. (P. F. Carter, 12-2), 194. P. F. (P. F. Carter, 12-2), 195. P. F. (P. F. Carter, 12-2), 196. P. F. (P. F. Carter, 12-2), 197. P. F. (P. F. Carter, 12-2), 198. P. F. (P. F. Carter, 12-2), 199. P. F. (P. F. Carter, 12-2), 200. P. F. (P. F. Carter, 12-2), 201. P. F. (P. F. Carter, 12-2), 202. P. F. (P. F. Carter, 12-2), 203. P. F. (P. F. Carter, 12-2), 204. P. F. (P. F. Carter, 12-2), 205. P. F. (P. F. Carter, 12-2), 206. P. F. (P. F. Carter, 12-2), 207. P. F. (P. F. Carter, 12-2), 208. P. F. (P. F. Carter, 12-2), 209. P. F. (P. F. Carter, 12-2), 210. P. F. (P. F. Carter, 12-2), 211. P. F. (P. F. Carter, 12-2), 212. P. F. (P. F. Carter, 12-2), 213. P. F. (P. F. Carter, 12-2), 214. P. F. (P. F. Carter, 12-2), 215. P. F. (P. F. Carter, 12-2), 216. P. F. (P. F. Carter, 12-2), 217. P. F. (P. F. Carter, 12-2), 218. P. F. (P. F. Carter, 12-2), 219. P. F. (P. F. Carter, 12-2), 220. P. F. (P. F. Carter, 12-2), 221. P. F. (P. F. Carter, 12-2), 222. P. F. (P. F. Carter, 12-2), 223. P. F. (P. F. Carter, 12-2), 224. P. F. (P. F. Carter, 12-2), 225. P. F. (P. F. Carter, 12-2), 226. P. F. (P. F. Carter, 12-2), 227. P. F. (P. F. Carter, 12-2), 228. P. F. (P. F. Carter, 12-2), 229. P. F. (P. F. Carter, 12-2), 230. P. F. (P. F. Carter, 12-2), 231. P. F. (P. F. Carter, 12-2), 232. P. F. (P. F. Carter, 12-2), 233. P. F. (P. F. Carter, 12-2), 234. P. F. (P. F. Carter, 12-2), 235. P. F. (P. F. Carter, 12-2), 236. P. F. (P. F. Carter, 12-2), 237. P. F. (P. F. Carter, 12-2), 238. P. F. (P. F. Carter, 12-2), 239. P. F. (P. F. Carter, 12-2), 240. P. F. (P. F. Carter, 12-2), 241. P. F. (P. F. Carter, 12-2), 242. P. F. (P. F. Carter, 12-2), 243. P. F. (P. F. Carter, 12-2), 244. P. F. (P. F. Carter, 12-2), 245. P. F. (P. F. Carter, 12-2), 246. P. F. (P. F. Carter, 12-2), 247. P. F. (P. F. Carter, 12-2), 248. P. F. (P. F. Carter, 12-2), 249. P. F. (P. F. Carter, 12-2), 250. P. F. (P. F. Carter, 12-2), 251. P. F. (P. F. Carter, 12-2), 252. P. F. (P. F. Carter, 12-2), 253. P. F. (P. F. Carter, 12-2), 254. P. F. (P. F. Carter, 12-2), 255. P. F. (P. F. Carter, 12-2), 256. P. F. (P. F. Carter, 12-2), 257. P. F. (P. F. Carter, 12-2), 258. P. F. (P. F. Carter, 12-2), 259. P. F. (P. F. Carter, 12-2), 260. P. F. (P. F. Carter, 12-2), 261. P. F. (P. F. Carter, 12-2), 262. P. F. (P. F. Carter, 12-2), 263. P. F. (P. F. Carter, 12-2), 264. P. F. (P. F. Carter, 12-2), 265. P. F. (P. F. Carter, 12-2), 266. P. F. (P. F. Carter, 12-2), 267. P. F. (P. F. Carter, 12-2), 268. P. F. (P. F. Carter, 12-2), 269. P. F. (P. F. Carter, 12-2), 270. P. F. (P. F. Carter, 12-2), 271. P. F. (P. F. Carter, 12-2), 272. P. F. (P. F. Carter, 12-2), 273. P. F. (P. F. Carter, 12-2), 274. P. F. (P. F. Carter, 12-2), 275. P. F. (P. F. Carter, 12-2), 276. P. F. (P. F. Carter, 12-2), 277. P. F. (P. F. Carter, 12-2), 278. P. F. (P. F. Carter, 12-2), 279. P. F. (P. F. Carter, 12-2), 280. P. F. (P. F. Carter, 12-2), 281. P. F. (P. F. Carter, 12-2), 282. P. F. (P. F. Carter, 12-2), 283. P. F. (P. F. Carter, 12-2), 284. P. F. (P. F. Carter, 12-2), 285. P. F. (P. F. Carter, 12-2), 286. P. F. (P. F. Carter, 12-2), 287. P. F. (P. F. Carter, 12-2), 288. P. F. (P. F. Carter, 12-2), 289. P. F. (P. F. Carter, 12-2), 290. P. F. (P. F. Carter, 12-2), 291. P. F. (P. F. Carter, 12-2), 292. P. F. (P. F. Carter, 12-2), 293. P. F. (P. F. Carter, 12-2), 294. P. F. (P. F. Carter, 12-2), 295. P. F. (P. F. Carter, 12-2), 296. P. F. (P. F. Carter, 12-2), 297. P. F. (P. F. Carter, 12-2), 298. P. F. (P. F. Carter, 12-2), 299. P. F. (P. F. Carter, 12-2), 300. P. F. (P. F. Carter, 12-2), 301. P. F. (P. F. Carter, 12-2), 302. P. F. (P. F. Carter, 12-2), 303. P. F. (P. F. Carter, 12-2), 304. P. F. (P. F. Carter, 12-2), 305. P. F. (P. F. Carter, 12-2), 306. P. F. (P. F. Carter, 12-2), 307. P. F. (P. F. Carter, 12-2), 308. P. F. (P. F. Carter, 12-2), 309. P. F. (P. F. Carter, 12-2), 310. P. F. (P. F. Carter, 12-2), 311. P. F. (P. F. Carter, 12-2), 312. P. F. (P. F. Carter, 12-2), 313. P. F. (P. F. Carter, 12-2), 314. P. F. (P. F. Carter, 12-2), 315. P. F. (P. F. Carter, 12-2), 316. P. F. (P. F. Carter, 12-2), 317. P. F. (P. F. Carter, 12-2), 318. P. F. (P. F. Carter, 12-2), 319. P. F. (P. F. Carter, 12-2), 320. P. F. (P. F. Carter, 12-2), 321. P. F. (P. F. Carter, 12-2), 322. P. F. (P. F. Carter, 12-2), 323. P. F. (P. F. Carter, 12-2), 324. P. F. (P. F. Carter, 12-2), 325. P. F. (P. F. Carter, 12-2), 326. P. F. (P. F. Carter, 12-2), 327. P. F. (P. F. Carter, 12-2), 328. P. F. (P. F. Carter, 12-2), 329. P. F. (P. F. Carter, 12-2), 330. P. F. (P. F. Carter, 12-2), 331. P. F. (P. F. Carter, 12-2), 332. P. F. (P. F. Carter, 12-2), 333. P. F. (P. F. Carter, 12-2), 334. P. F. (P. F. Carter, 12-2), 335. P. F. (P. F. Carter, 12-2), 336. P. F. (P. F. Carter, 12-2), 337. P. F. (P. F. Carter, 12-2), 338. P. F. (P. F. Carter, 12-2), 339. P. F. (P. F. Carter, 12-2), 340. P. F. (P. F. Carter, 12-2), 341. P. F. (P. F. Carter, 12-2), 342. P. F. (P. F. Carter, 12-2), 343. P. F. (P. F. Carter, 12-2), 344. P. F. (P. F. Carter, 12-2), 345. P. F. (P. F. Carter, 12-2), 346. P. F. (P. F. Carter, 12-2), 347. P. F. (P. F. Carter, 12-2), 348. P. F. (P. F. Carter, 12-2), 349. P. F. (P. F. Carter, 12-2), 350. P. F. (P. F. Carter, 12-2), 351. P. F. (P. F. Carter, 12-2), 352. P. F. (P. F. Carter, 12-2), 353. P. F. (P. F. Carter, 12-2), 354. P. F. (P. F. Carter, 12-2), 355. P. F. (P. F. Carter, 12-2), 356. P. F. (P. F. Carter, 12-2), 357. P. F. (P. F. Carter, 12-2), 358. P. F. (P. F. Carter, 12-2), 359. P. F. (P. F. Carter, 12-2), 360. P. F. (P. F. Carter, 12-2), 361. P. F. (P. F. Carter, 12-2), 362. P. F. (P. F. Carter, 12-2), 363. P. F. (P. F. Carter, 12-2), 364. P. F. (P. F. Carter, 12-2), 365. P. F. (P. F. Carter, 12-2), 366. P. F. (P. F. Carter, 12-2), 367. P. F. (P. F. Carter, 12-2), 368. P. F. (P. F. Carter, 12-2), 369. P. F. (P. F. Carter, 12-2), 370. P. F. (P. F. Carter, 12-2), 371. P. F. (P. F. Carter, 12-2), 372. P. F. (P. F. Carter, 12-2), 373. P. F. (P. F. Carter, 12-2), 374. P. F. (P. F. Carter, 12-2), 375. P. F. (P. F. Carter, 12-2), 376. P. F. (P. F. Carter, 12-2), 377. P. F. (P. F. Carter, 12-2), 378. P. F. (P. F. Carter, 12-2), 379. P. F. (P. F. Carter, 12-2), 380. P. F. (P. F. Carter, 12-2), 381. P. F. (P. F. Carter, 12-2), 382. P. F. (P. F. Carter, 12-2), 383. P. F. (P. F. Carter, 12-2), 384. P. F. (P. F. Carter, 12-2), 385. P. F. (P. F. Carter, 12-2), 386. P. F. (P. F. Carter, 12-2), 387. P. F. (P. F. Carter, 12-2), 388. P. F. (P. F. Carter, 12-2), 389. P. F. (P. F. Carter, 12-2), 390. P. F. (P. F. Carter, 12-2), 391. P. F. (P. F. Carter, 12-2), 392. P. F. (P. F. Carter, 12-2), 393. P. F. (P. F. Carter, 12-2), 394. P. F. (P. F. Carter, 12-2), 395. P. F. (P. F. Carter, 12-2), 396. P. F. (P. F. Carter, 12-2), 397. P. F. (P. F. Carter, 12-2), 398. P. F. (P. F. Carter, 12-2), 399. P. F. (P. F. Carter, 12-2), 400. P. F. (P. F. Carter, 12-2),

Bond's position reviewed

By Dennis Shaw

The future of John Bond as manager of Birmingham City is believed to be under severe scrutiny at a St Andrews board meeting today. The proposed return of their former England forward, Trevor Francis, from Italy, are the major topics at St Andrews, the chairman, attempts to restore public faith in the club following their marginal avoidance of involvement in the second division relegation play-offs.

Talks with Francis have already taken place and can now become more definite upon the completion of the Italian season, his club Atalanta having been relegated.

Francis has decided to return to England, he is keen on the Midlands where he began his career and has many friends and there seems to be no firm alternative.

Wheldon claims to have a sponsor so there is no obvious obstacle. Less certain is the part Bond will play, Wheldon last night gave a hint that he was far from pleased with the late slide to the club's lowest ever position. "But for Sunderland we could be in division three now," he said.

"What has happened at Roker Park must serve as a lesson to us all. We have lost a good deal of support and it is my job to get them back as soon as possible."

Mr Wheldon added that he had received many letters from fans asking where the club was heading. "I hope to supply some answers after the board meeting," he said.

Machin takes the reins with no promise of riches

By Ian Ross

Mel Machin, the man who today will officially be handed the task of restoring Manchester City's lost pride, is destined to be the manager who must make something out of nothing.

Machin, who resigned as Norwich City's coach on Monday, will, within hours of his installation as team manager, be told he cannot expect one penny of the £500,000 City will collect from the sale of Mick McCarthy, the Republic of Ireland centre-back, towards the rebuilding programme he will inevitably undertake in the coming months.

McCarthy, 28, will sign for Celtic today after the Scottish club finally came out on top in a frantic three-way auction by out-bidding their rivals Liverpool and Sheffield Wednesday.

But such is City's dire financial plight that the fee will almost certainly be used to help cut debts which, on paper at least, are estimated to be in excess of £3 million and not to fund the recruitment drive Machin would dearly love to set in motion upon his arrival.

Machin's appointment is expected to be announced at a press conference today after his move to Maine Road has been ratified at yesterday afternoon's board meeting.

Although he is expected to be handed responsibility for both coaching and team selection he will work closely with the current manager, Jimmy Frizzell, who is destined for a less prominent role as the club's general manager.

The long-running McCarthy saga finally reached a predictable climax yesterday

Johnston may stay

Maurice Johnston, who looked to have played his last game for Celtic after turning down a new contract, may stay with the club after all. Johnston has not played since rejecting a new contract offer, but the manager, David Hay, said yesterday: "I was surprised and pleased that he made the first move. He said he is prepared to re-sign if we can reach an agreement on new terms. I am certainly prepared to do so, for he is a very good player."

when Celtic, tired of playing cat and mouse with a defiant Frizzell, matched City's asking price.

Their decision to pay £1.5 million for a defender who cost City just £200,000 when he moved from Burnley three years ago, souped the hopes of both Liverpool and Sheffield Wednesday who had

valued the player at around £400,000.

McCarthy, who earlier in the week had admitted to being "bewildered" by the size of the fees being discussed, said he would be more than happy to take his robust talent north of the border.

"If the terms are right at Celtic I will have no hesitation in signing. It is nice to be in a position where three big name clubs are anxious to sign you," he said.

Frizzell said: "The player had indicated that he wanted to stay in the first division and so joining Celtic should prove to be an equal opportunity. Had it all fallen through he would, I am sure, have given his all for Manchester City next season."

Alex Ferguson, the Manchester United manager, is expected to open negotiations with Brian McLair, the Celtic forward, who was named as Scotland's Footballer of the Year at the weekend, within the next 24 hours.

McLair, who has made it clear he sees his long-term future in the English game, will move to Old Trafford in a £500,000 deal if he can agree personal terms. Ferguson will also hold talks with Glenn Hysen, the Göteborg defender, after tonight's UEFA Cup final second leg.



Par for the course: Göteborg forward Glenn Hysen, aiming for European glory tonight.

Scotland prays for one last heroic effort from United

By Hugh Taylor

All that Jim McLean would reveal yesterday about the composition of the Dundee United team to meet IFK Göteborg in the second leg of the UEFA Cup Final at Tannadice tonight was that he would have to look for "fresh legs" to revitalize the jaded side who lost the Scottish Cup final disappointingly to St Mirren.

It seems certain then that, to inspire with daring runs in one of the most important matches ever played by a Scottish club, the manager will field Kevin Gallacher, the 21-year-old grandson of one of football's immortals, Patsy Gallacher, from the start.

As he came on only as a substitute on Saturday, Gallacher should not be as tired or as dispirited as many of his colleagues, and he has shown in previous matches, particularly with a stunning goal against Barcelona, that he relishes the European scene even if he is still reckoned to be merely in the "promising" class.

There will surely be a place also for Billy Kirkwood, whose uncompromising play

was badly missed in the Scottish final. He, too, has proved successful in Europe and is at home in several different positions.

Whether McLean has succeeded in his massive task of restoring the morale of players who on Saturday failed to do justice to their real skill and spirit which enabled them to triumph in Spain and Germany and surrendered yet again to their Hampden hoodoo will not be known until United find themselves in action tonight.

A long, hard season appears to have caught up on the team, but Scotland is praying that they will provide one last heroic effort, acquire again their smooth rhythm and become the first of the country's representatives to take the UEFA Cup.

McLean remains optimistic. "I am looking for 11 angry men," he said. "I want my players to be furiously determined to show our supporters, whom they let down on Saturday, that they can find again their winning ways."

"I do not honestly think we

can play as badly again as we did against St Mirren. With the backing of our own fans at our own ground, I still believe we can beat Göteborg. If we can put them under pressure early on and perhaps get a quick goal, the season could still have a happy ending."

But tiredness and loss of confidence continue to be problems difficult to solve, and Göteborg must now be favourites to win the UEFA Cup for the second time in five years. The Swedes are eager for action after their winter break and they go into the game tonight heartened with a victory over AIK Stockholm away from home on Thursday.

All their players are fit and full of confidence and, as they will be watched again by Alex Ferguson of Manchester United, who is trying to strengthen his team, Hysen, Nielsson and Petersson will be all the more determined to shine.

Meanwhile, at Tannadice, Bannan remains extremely doubtful but Narey and Malpas should be ready for the match.

Vacancy at the top for a coach

By Richard Evans

In theory the problem of finding a coach should not prove too difficult if you are the top women's tennis player in the world. Sifting through the deluge of applications would seem to be the only inconvenience.

In practice, as Martina Navratilova has found to her discomfort, it is not quite as simple as that. Having failed to persuade Virginia Wade and more recently Rod Laver to act as her coach in the coming months, she was back at the Foro Italico, this week practising with Vijay Amritraj.

The Indian Davis Cup captain, who is spending a few days on holiday in Rome with his wife, was only too happy to help Miss Navratilova in her efforts to regain the confidence that has deserted her this year. But Laver, who spent more than an hour on court with the world's top-ranked woman player, Amritraj's assistance will be purely temporary.

Miss Navratilova's search prompts the question: Does an accomplished player at the summit of the game even need a coach?

Navratilova seeks the winning edge

"I'm not sure Martina needs a full-time coach," the TONY ROCHE calibre, Laver said after explaining that his commitments to Nabisco, for whom he works as a travelling public relations officer, would preclude him from accepting Miss Navratilova's suggestion that he help her for the two to three weeks prior to each of the Grand Slam championships this summer.

"She certainly needs to regain her confidence but I don't think anyone can tell her how to play any more," Laver said.

The sight of Laver firing bullet-like forehands at Miss Navratilova packed the walkway overlooking the No. 2 court and there was no doubt that she enjoyed the experience. Miss Navratilova has been working frantically hard for the past few days in an effort to rediscover the winning edge that seemed to disappear along with her former coach Mike Estep when he left her last November. She has not won a tournament since.

Results only come from hard work

That makes Estep look awfully good and poor Randy Crawford, the teaching professional who has been travelling with her ever since, considerably less so. But comparisons are unfair, and despite her plea to Laver, one of the select few who have matched her Grand Slam winning achievements, Miss Navratilova knows that the solution lies within herself.

"Results don't come from dreaming," she laughed as she came off court after yet another hard work out on Crawford. "You have to get out there and work at it."

There is a continuing rumour which refuses to go away that Miss Navratilova is thinking of asking Renee Richards to return to her entourage, which already includes her friend Judy Nelson, for the two weeks in Paris. It was Richards who was dismissed as her coach following Miss Navratilova's surprise defeat by Kathy Horrah at St Roland Garros in 1983. Estep was hired soon after and the best of the glory years began. Whether Richards or anyone other than the champion herself can make them return is open to considerable doubt.

Dorigo joins Chelsea to win Villa a large sum of solace

By Dennis Shaw

Graham Taylor, Aston Villa's new manager, reluctantly collected £450,000 to start his team rebuilding job by selling Tony Dorigo to Chelsea.

The England Under-21 full back yesterday resisted pressure from Taylor to stay at Villa Park in order to move south, stay in the first division, and perhaps improve his international chances.

The Stamford Bridge club have wanted the quick and stylish Australian-born player since before Christmas, when

he was in line to move there in an exchange deal involving David Speedie, which fell through. Their interest was maintained and Dorigo's desire to avoid second division football prompted yesterday's transfer.

A week ago, he handed in a written transfer request in the wake of the dismissal of Billy McNeill, the Villa manager. Doug Ellis, the club chairman, declined to agree with it and put the matter in the pending tray.

Taylor lays law down

By Dennis Shaw

Graham Taylor, the new manager of relegated Aston Villa, has told the discontented players who have expressed a lack of enthusiasm for second division football that they can leave unless they are prepared to buckle down immediately.

Taylor, who moved from Watford on Monday in the managerial surprise of the year, has confronted the entire playing staff at Villa Park after describing the team's set-up as a "shambles".

After his cards-on-the-table

meeting he explained: "They know exactly where they stand now. Like all professional footballers they are looking for a lead."

Among the players who, in recent weeks, have expressed doubts about their Villa Park future for one reason or another are England under-21 players Martin Keown, Paul Elliott, Mark Walters and Tony Dorigo (who transferred to Chelsea yesterday), plus Simon Stainrod, Gary Williams and Nigel Spink.

"I would not agree while we had no manager," said Ellis yesterday. "However, when Graham Taylor arrived, the player re-iterated his request for a move. The manager asked him to reconsider but he was adamant not only that he wished to move but that he wished to go to Chelsea."

Taylor made it clear that, while wishing to keep Villa's better players, he will not make them stay.

Dorigo is a studious young man who is currently taking an Open University course. He broke into the British game after he wrote from his home in Melbourne to Villa Park for a trial. When he was successful and gained an apprenticeship, he was followed by his family, who took up residence with him in Birmingham.

This season, he received his British citizenship, which allowed him to play in international competition for his adopted country. He had a qualification for Australia too, and also for Italy — on the strength of his father being born there.

Ellis added: "We were not keen to release such a good young player, but the fee is a very high one for a defender."

Threat of fences at Ibrox

By Hugh Taylor

Rangers are so concerned about the ill-discipline among their young supporters that they are considering erecting fencing around the enclosure at Ibrox stadium.

A pitch invasion at the end of the match with St Mirren, which almost caused the presentation of the premier division championship trophy to be called off, has caused alarm even though it was more jubilant than violent.

"We have to prepare for the European Cup next season and we cannot afford to take any risk of angering UEFA, who are particularly harsh on any kind of encroachment of the playing area by spectators, whether good natured or not," Alastair Hood, the operations executive, said.

While the club loathe the idea of fencing supporters, positive steps must be taken during the close season to eradicate a worrying trend, he added. Most of the trouble springs from the enclosure. "The club are heartily sick of the younger element in the enclosure, many of whom fail to display any kind of discipline," Hood said.

Holsten decide to stick with Spurs

By Clive White

Holsten decided not to terminate their £1 million, three-year sponsorship of Tottenham Hotspur yesterday at a meeting with representatives of the first division club.

The announcement follows the fiasco at the FA Cup final on Saturday, when half of the Tottenham team turned out in new-style shirts which did not depict the sponsors' name. But the company, who are the club's major sponsors, are sure to seek some compensation.

Holsten representatives were shocked and furious at the omission before a live audience of 100,000, but more importantly a televised audience estimated at 100 million people around the world. Peter Day, the Tottenham secretary, described it as a "major embarrassment" and promised a full inquiry. The publicity received in Britain concerning the muddle may have been of some compensation.

Yesterday Tottenham were still not revealing how the mix-up occurred or why it was not rectified at half-time. Irving Scholar, the club's chairman, Day and Mike Rollo, the commercial manager, were present at discussions held at the brewery company's London office.

Afterwards Holsten issued a short statement in which they described the meeting as "informal, friendly and businesslike." They said both parties agreed that a termination of the sponsorship agreement was "not an option under discussion." The two sides will have further talks on Friday in an attempt to resolve the matter. The deal, which was originally signed at

the start of the 1984-85 season, has been renewed and has two years to run.

Aiming high

Stuart Silvester, son of the former Norwich City football player Peter Silvester, is the No. 2 seed for the 14-and-under boys' singles event at the Prudential British junior hard court tennis championships at Craiglockhart, Edinburgh, from May 25 to 30.

New signing

Orient have signed Alan Hull, scorer of 40 goals for Barking in the Vauxhall Opel League last season, on a part-time contract.

Breaking the ice

A Dundee 12-year-old could become the youngest ice hockey player to appear in senior hockey in Scotland. Paul Berrington, who learned his techniques in Canada, played last weekend for Dundee Rockets and is tipped to play with Rockets in the Heineken premier division.

The youngest signing in Scotland to date has been Murrayfield Racers' teenage forward Tony Hand, who was 13 when he joined them.

Just the ticket

Warwickshire are expecting a 17,500 sell-out for the third Texaco Trophy one-day cricket international between England and Pakistan at Edgbaston on Monday.

Elliott takes centre stage

By Peter Bryan

For the third successive day, Malcolm Elliott stamped his superiority on the Milk Race, winning the 123 miles stage from Darlington to Hull with an aggression that kept him among the leaders for much of the long ride, which took the 82 riders across the North Yorkshire Moors, through the Cleveland Hills and into the Yorkshire Wolds.

Victory gave Elliott two Milk Race records. He is the first rider to register three wins in daily succession and now has 15 stages to his name. And with his bonus of 15 seconds for winning the stage, he retained the overall lead and again starts today's run to Lincoln wearing the yellow jersey.

Once the red flag was dropped to signal the formal start of the race, Ireland went into the attack with Cormac McCann going clear for his moment of glory.

But when the real attacks began, after 70 minutes, we saw the start of Elliott's virtual non-stop defence of his yellow jersey. He was one of the principal agitators in getting a group of ten riders clear and from that point he was rarely out of the lead.

Elliott and company had their freedom negated after 45 minutes but it was not long before the Yorkshireman's name figured again in the radio bulletins. In his final attack Elliott formed up with Zinovov, Thillite, Casado (Peugeot-Dan Air) Magnus Knutsson (Sweden) and Vladimir Kinst (Czechoslovakia), some 20 miles before Hull.

Mal Graham, the Australian Rugby League forward, is pursuing the vacant coaching job at Oldham, one of his former clubs.

Bassa defence

Bogota (Reuters) — Fidel Bassa of Colombia, will make the second defence of his World Boxing Association flyweight title in a rematch against the former champion, Hilario Zapata, of Panama, his promoter said yesterday. The contest will take place in the Caribbean island of Aruba on August 1.

The break worked, but only just, and as the leaders swung onto the town centre circuit in the final 10 laps they were already in the sights of their pursuers. Elliott was content to sit towards the rear of the group until the last lap and on the run-in to the finish he unleashed his powerful sprint.

RESULTS. Leaders (after 227 miles): 1. M. Elliott (AUC-Hallmark) 5:01.02; 2. P. Casado (Czechoslovakia) 5:01.08; 3. M. Watson (Perry Bilton) 5:01.16; 4. P. Le Bihan (Peugeot-Dan Air) 5:01.22; 5. J. Kinst (Czechoslovakia) 5:01.28; 6. J. Kinst (Czechoslovakia) 5:01.32; 7. G. Amisano 5:01.36; 8. J. Kinst (Czechoslovakia) 5:01.42; 9. P. Watson (Lyons-Hallmark) 5:01.48.

Alfonso Redondo, of Spain, will defend his European welterweight boxing title against Mauro Martelli, the Swiss-based Italian, in Geneva on June 25 — a day earlier than originally announced.

John Emburey has declared himself fit for the launch of the international circuit season at the Oval tomorrow, but admitted to concern over his bowling form.

Emburey, vice-captain in Australia last winter, has an important role to play in the three Texaco Trophy one-day matches with Pakistan, both as the solitary spinner in the England squad and as a batsman likely to make vital runs in the low order.

Yesterday he telephoned team manager Mickey Stewart to confirm that he would be sufficiently recovered from a dislocated finger on his left hand, sustained last Saturday, to join the rest of the party today.

"I'm not very happy with

Emburey worried over his bowling form

By Alan Lee

the way I'm bowling and I intend to go to the Oval early in order to have a lengthy session in the nets," he said. Emburey reported to Lord's yesterday hoping to test out his injured finger and work on his bowling worries, but heavy rain put the practice facilities out of action.

He said: "It is a frustration, but all I can do is keep bowling when I can and hope to regain my rhythm. I'm sure the problem is a result of bowling so little in the early weeks of the season. Until Saturday, I had bowled only 11 overs in one-day cricket."

"The injury will obviously not affect my bowling, and I have satisfied myself that I can grip a bat normally."

***** RM

The Lloyds Bowmaker

LOAN LINE

HOMEOWNERS—FOR FAST, EXPERT HELP
CALL US FREE ON 0800 373 971

Thinking of a major purchase or clearing old debts? Ring us right now. We're ready and waiting on the end of the Loan Line. We'll even pay for the call. Or send the coupon — no stamp needed.

- Call between 9am and 9pm for an immediate HOMEOWNERS LOAN PLAN quotation.
- A single loan secured on your property, from £1,000 to £15,000 or even more.
- One simple monthly repayment — could cost you much less than you pay now.
- Quick, easy — and completely confidential.
- Life insurance is normally included at no extra cost — whilst for a small premium our payment protection insurance gives complete peace of mind.

FOR EXAMPLE YOU BORROW £4,000 AT 18.85% APR (VARIABLE)	36 MONTHS	60 MONTHS	96 MONTHS
YOU REPAY OVER	£143.41	£100.27	£79.86
MONTHLY REPAYMENTS	£143.41	£100.27	£79.86
TOTAL REPAYMENTS	£5162.76	£6016.20	£7787.10

NO HIDDEN FEES OR EXTRAS

Post today to:
Lloyds Bowmaker, (DL)
Finance House, FREEPOST,
Bournemouth, BH1 3TQ.

Name: _____
Address: _____
Postcode: _____
Tel. (Day) STD/ _____ (Eve) STD/ _____

do be

Hatters outline wealth

INSIDE
R-R at 147p

Bathetic

INDEX

Page 23

Page 24

Page 25

Page 26

Page 27

Page 28

Page 29

Page 30

Page 31

Page 32

Page 33

Page 34

Page 35

Page 36

Page 37

Page 38

Page 39

Page 40

Page 41

Page 42

Page 43

Page 44

Page 45

Page 46

Page 47

Page 48

Page 49

Page 50

Page 51

Page 52

Page 53

Page 54

Page 55

Page 56

Page 57

Page 58

Page 59

Page 60

Page 61

Page 62

Page 63

Page 64

Page 65

Page 66

Page 67

Page 68

Page 69

Page 70

Page 71

Page 72

Page 73

Page 74

Page 75

Page 76

Page 77

Page 78

Page 79

Page 80

Page 81

Page 82

Page 83

Page 84

Page 85

Page 86

Page 87

Page 88

Page 89

Page 90

Page 91

Page 92

Page 93

Page 94

Page 95

Page 96

Page 97

Page 98

Page 99

Page 100